





Three die in crash on new 11 section

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# Armed robbery conspiracy trial stopped after crown concern over police case

By Stewart Tendler, Crime Reporter

Charles Wilson, convicted for involvement in the Great Train Robbery, was yesterday cleared of conspiracy to rob and possession of firearms charges at the Central Criminal Court after the crown admitted there were "sufficient disquieting features" in the police case for the trial not to start.

Colin King, a second defendant, told the court that both defendants had maintained there had been "a fit up, and a deliberate one, by Day and Chapman," even before the television claims.

But yesterday Mr Solley told the court "That piece of paper was never found. It is a piece of paper written by an officer knowing as he did and must have done that the index number was not only of a Group Four van but another wholly innocent vehicle."

# Prudential moves into house sales

By Christopher Warman, Property Correspondent

Competition in the house-buying field became fiercer yesterday with the announcement that the Prudential, Britain's biggest home insurance group, had acquired the estate agency firm of Ekins Dilley and Handley.

The entry of this insurance group into estate agency, following Lloyds Bank with its Black Horse agencies, Debenhams and Woolworth with their property shops, and solicitors with their property centres, brings closer to reality the "one stop" property shopping which could speed up, simplify and make less costly the process of buying and selling houses.

# Royalties for Elton John 'were diverted'

Elton John's former manager, Mr Dick James, was yesterday accused of diverting the singer-songwriter's earnings into other companies. Two of the millionaire music publisher's companies, Dick James Music and This Record Company, which had contracts with Mr John, aged 37, were "improperly diverting royalties" into subsidiary companies, according to his counsel, Mr Mark Litman, QC.

# Peer denies inviting hippies to his land

Lord Cardigan, aged 32, yesterday strongly denied inviting "peace convoy" hippies to camp on his family land in the Severnide Forest, about 20 miles from the scene of clashes between hippies and the police near Stonehenge.

# Auctioneers 'whipped a dead horse' over sale

By Michael Horswell

Tattersalls, the world-famous bloodstock auctioneering firm, was accused in the High Court yesterday of "whipping a dead horse" by refusing to accept it had made a mistake over the auction of a colt at its yearly sale in Newmarket.

The allegation, which centred on the firm's insistence that the horse had been knocked down for 430,000 guineas to a man who promptly denied making a bid, was made by Dr Arnold Pessin, the American bloodstock consultant.

# Libel win by Cliff Richard

By Cliff Richard

Cliff Richard, the singer, won undisclosed libel damages in the High Court yesterday for an attack in a review in the weekly New Musical Express after a gospel concert at the Hammer-smith Odeon.

# Conspiracy trial is delayed

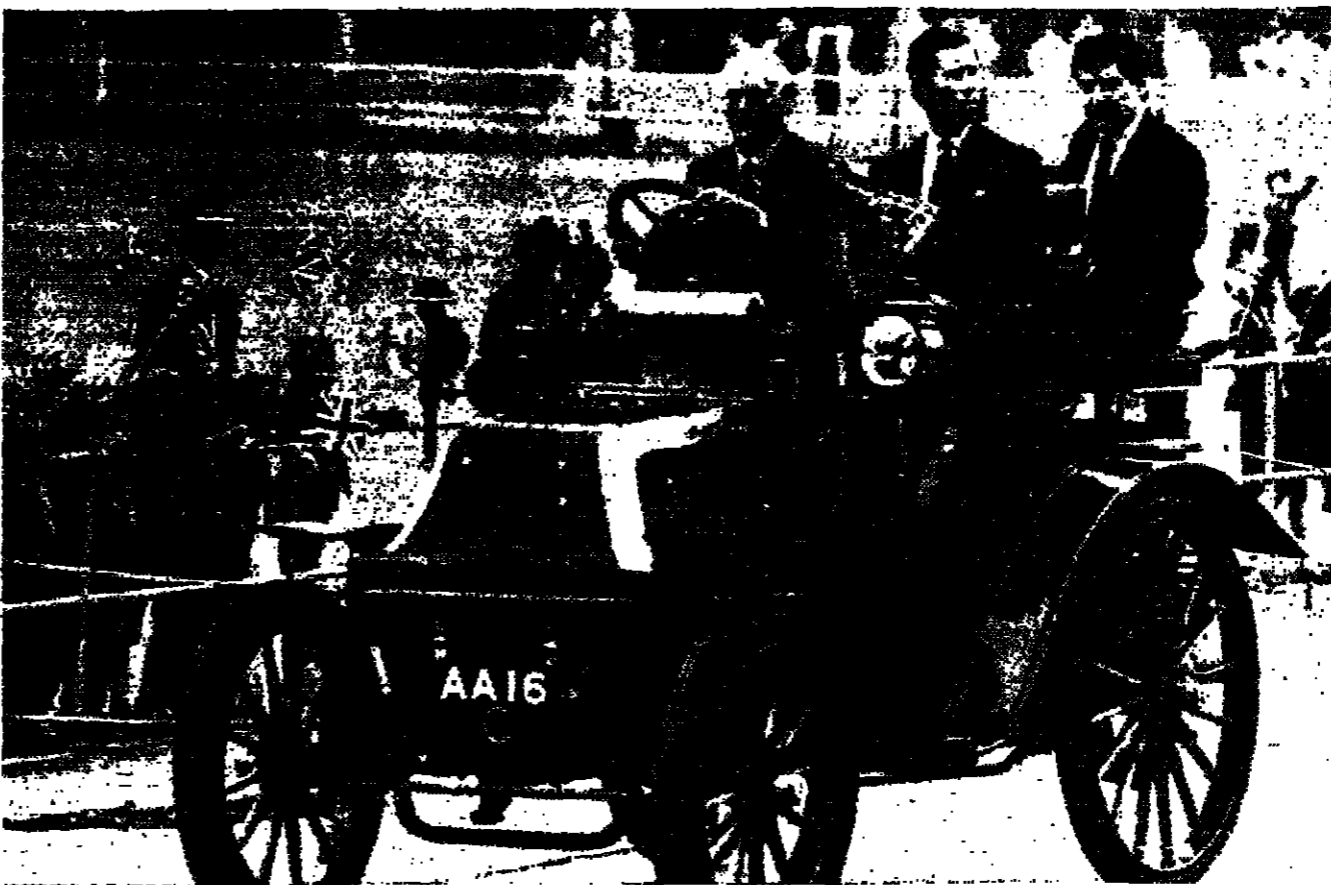
The trial of three Britons accused of conspiring with four South Africans to evade United Nations prohibitions on the export of strategic goods to South Africa, was adjourned yesterday at Birmingham Crown Court until today.

# Boy for trial

A boy aged 15 was committed for trial to the crown court when he appeared at a Northampton juvenile court yesterday accused of murdering Janet Maddocks, aged 35, a Birmingham social worker who was stabbed to death in a train. Her body was found on the track near Northampton in March.

# Victim named

A woman who was killed in the City of London at the weekend when a ton of concrete slabs fell from a gantry on to her car has been identified as Mrs Mary Armstrong aged 71, of Holloway, north London. Her husband, who was driving, is still seriously ill.



Royal progress: The Prince of Wales being driven by Lord Montagu of Beaulieu in an 1899 Daimler after he arrived at Beaulieu yesterday to open the National Motor Museum's new permanent exhibition (Photograph: John Manning).

# C5 is poor value for money, test concludes

By Clifford Webb, Motoring Correspondent

The Sinclair C5 electric tricycle is of limited use in its present form and poor value for money, the Consumers' Association concluded after lengthy testing.

It enlisted the aid of eight families, a playground full of children aged 14, and its own London and Hertfordshire staff to test three C5s.

half of them and the tester had to wait up to 15 minutes before it cooled sufficiently to restart. Nearly half of them ran the battery flat.

# Hattersley's high-tech pledge

By Bill Johnstone, Technology Correspondent

Under the next Labour government students of computers and technology could be sent overseas for training, new companies will be given cheap loans and military research will be reduced in favour of industry.

# Disruption threat to radio

By David Hewson, Arts Correspondent

The national news service for Britain's commercial station, IRN, and the London news network LBC face disruptions this week in the latest dispute over redundancies in the industry.

growing move towards mergers among smaller commercial stations.

Mr John Foster, the broadcasting officer of the National Union of Journalists, said the plans could simply be a way of legalizing pirate radio.

# Tighter control for chemicals

By Patrick Jenkin, Secretary of State for the Environment

"We are not convinced that the standards and practices widely adopted by the disposal industry provide a sufficient guarantee of protection to the environment."

Controls on the disposal of substances such as asbestos, solvents, acids, chlorine and mercury - which total 4,400,000 tons a year in England and Wales alone - were "very unevenly applied", the report said.

Local authorities often did not inspect sites frequently or rigorously enough, the inspectorate said, and recommended that visits be made at least weekly.

# BNF pollution trial starts

By Pearce Wright, Science Editor

The management of British Nuclear Fuels "fell short of the high standards imposed upon it by law", and displayed a "haphazard and generally casual style", a jury was told yesterday at the opening of a trial at the Crown Court, Carlisle.

material and liquid into the sea, to such an amount and at such a rate that radiation exposure from the discharge "was not as low as was reasonably achievable".

"Certain radioactive material was discharged to sea and the beaches around Sellafield were found to be contaminated by radioactive material," she said. The public was advised not to use the beaches for some months, after the contamination on November 10.

# Local election study for Alliance

By Philip Webster, Political Reporter

The Liberal-Social Democratic Party Alliance has moved ahead of the Labour Party, and the Conservatives, in third place, have fallen further behind, according to a survey of last month's local council by-election results.

In 52 three-cornered contests, 40,967 votes were cast for the Alliance (35 per cent), 39,940 for Labour (34.1 per cent) and 34,928 for the Conservatives (29.8 per cent).

The study, which appears in this week's *New Statesman*, confirms the general trend of recent opinion polls, with the Alliance doing slightly better in actual elections than in the polls.

The Labour Party's internal dispute about black sections appears to have damaged its performance in Lewisham East, one of the rebel local Labour parties.

Meanwhile, Dr David Owen and Mr David Steel, are being urged to clear up confusion over the leadership of the Alliance, to avoid damage at the next election.

| NEW STATESMAN SURVEY |            |              |   |
|----------------------|------------|--------------|---|
| Seats defended       | Seats lost | Seats gained |   |
| Con                  | 29         | 12           | 2 |
| Lab                  | 15         | 5            | 7 |
| Lib                  | 18         | 3            | 6 |
| SDP                  | 1          | 1            | 1 |
| Others               | 1          | 1            | 1 |

# Guide on black workers

Employers can and should take special steps to encourage more black people to apply for jobs, the Commission for Racial Equality says in a new guidance pamphlet, issued today (Our Race Relations Correspondent writes).

The pamphlet points out that employing a race solely because of their race is illegal, although special steps to enable black people to compete are allowed. For example, training and language classes that enable black people to qualify for jobs

# 10 per cent Treasury Stock 2004

PARTICULARS OF AN ISSUE OF £900,000,000

SCHEDULE OF PAYMENTS: Amount paid on issue £90.00 per cent. Amount payable on Monday, 15th July 1985 £86.75 per cent. INTEREST PAYABLE HALF-YEARLY ON 15TH MAY AND 15TH NOVEMBER

This notice does not constitute an offer for sale and the stock described below is not available for purchase direct from the Bank of England. OFFICIAL DEALINGS IN THE STOCK ON THE STOCK EXCHANGE ARE EXPECTED TO COMMENCE ON THURSDAY, 6TH JUNE 1985.

es overseas selling price...

PARLIAMENT JUNE 5 1985

Stansted expansion in: Terminal Five out

AIRPORTS POLICY

Stansted and Luton airports are to be allowed to expand, but there is to be no fifth terminal at Heathrow...

more responsive to their customers, and to further assist the growth of our most important and successful airline industry...

The success of our regional airports depends on their handling more traffic - which in turn depends on a growth in demand and on more airlines deciding to operate services from them.

limiting factor at Heathrow for some years ahead. Nevertheless, it seems prudent to ask the BAA to pursue with the Thames Water Authority the possibility of moving the Perry Oaks sludge works elsewhere...

requiring that the development be phased and limited. The first phase of development to seven to eight mppa. The initial development will thus amount to less than one-third of what the inspector recommended ultimately.

indicating he was anxious to ensure the success of British Leyland from every point of view, Mr Norman Tebbit, Secretary of State for Trade and Industry, indicated during Commons questions that he hoped to be able to announce shortly the Government's conclusions on BL's corporate plan.

INDUSTRY

Mr Eric Ferth (Mid Worcestershire, C) sought an assurance that Mr Tebbit appreciated the crucial importance of continued engine production by those such as Austin Rover to its viability as a full scale manufacturer and to West Midlands employment.

Times was his old employer of 30 or 40 years ago. Amid laughter he added: 'The standards seem to have gone down perhaps as the pay has gone up.'

Ridley maintains regions are getting all they want

Mrs Gwyneth Dawwoody, chief Labour spokesman on transport, reacting to Mr Ridley's statement said: 'This is a green light for a go-ahead in the south-east. It is a list of broken promises like the solemn promise to those living round Heathrow that controls on aircraft movements would be respected.'

Mrs Dawwoody: No. Mr Ridley: She cannot complain both ways. Mr Toby Jessel (Twickenham, C): Very many of the 1,750,000 people living around Heathrow dreading intolerable traffic congestion and noise from the airport terminal, will be immensely grateful and relieved at the Government decision not to build a fifth terminal.

this House development should be limited to seven to eight million. Mr Julian Amery (Brighton, Pavilion, C): I congratulate him on having arrived at the same conclusion on Stansted as I reached 21 years ago, which was that the Government of the day despite the reservations of Rab Butler on the possible effect on his future.

Wychenshaw, Lab) said the expansion of Stansted would cause the gravest concern in the north of England. Mr Julian Haviland (he added), right rejected on both sides of the House, reported this morning in The Times that you cannot force Londoners into Manchester-bound trains to fly to Paris.

Mr Bowen Wells (Hertford and Stortford, C): Many of my constituents will greet his announcement with great anger and disappointment. They have fought the development of Stansted over 25 years and through two public inquiries only to meet with this decision.

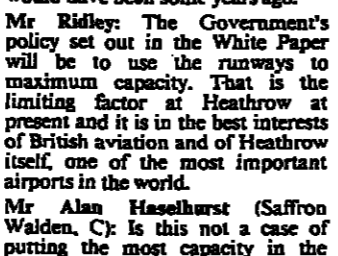
Mr Kenneth Eastham (Manchester, Blackley, Lab): The statement on Stansted means one again millions of pounds being invested in the south of England. How is development at Stansted going to help the take-through-put in the northern airports?

Mr Norman Lamont, Minister of State for Industry, told the Commons that he was already 'extremely involved' and that his department was doing all it could to help Talbot whose contract to export car parts to Iran had been held up because of Iran's difficulties in paying.

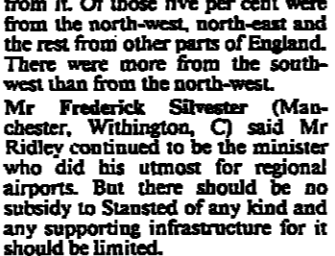
industry had said the situation for Talbot was critical. The barter trade arrangements, notoriously difficult and complex were at a critical stage.



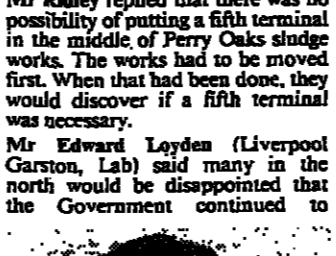
Haselhurst: Most capacity in the wrong place



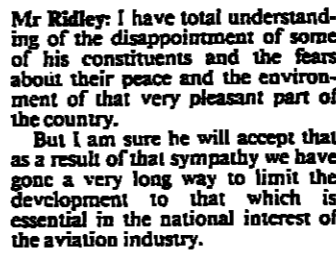
Morris: Gravest concern in the north



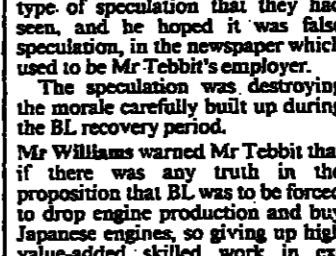
Layden: Government disappointed



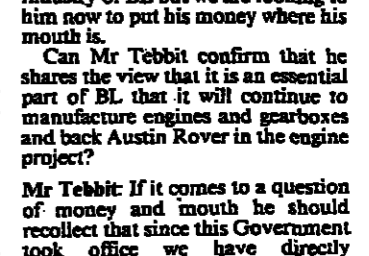
Lamont: Talbot contract held up



Cartwright: Major investment in the north



Biggs-Davison: Hercules aircraft to transport food



Meadows: Hercules aircraft to transport food

Why should we believe Mr Ridley who says that it is his intention to improve the aircraft industry's future, and at the same time says that he intends to come to the House to ask for greater control of aircraft movements and development?

Mr Ridley: I am pleased to honour the Government's pledge that terminal five would not be constructed. Mr Michael Foot (Blancpain, Gwent, Lab): In this last debate on airport policy in the House, there was an overwhelming vote against development of Stansted.

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Voluntary authority to start licensing embryo research

A voluntary licensing authority to control research on human embryos and oversee test-tube baby treatment is to begin detailed work shortly with visits to all 25 centres involved in the technique holder to license them.

Apology for 'rigging' allegation

Four former members of the Conservative party in Devon yesterday apologized in court for allegations of ballot rigging against a Plymouth businessman, made in 1982.

Farmers get choice of crops

has introduced a subsidy for oilseed rape in order to reduce the Community's dependence on imported vegetable oils, with a resulting huge increase in acreage over the past few years.

Dental care at prisons criticized

Restrictions on dental care for prisoners are described as "scandalous" in a letter to Mr Leon Britton, the Home Secretary, from Mr Robert Kilroy-Silk, chairman of the Parliamentary all-party penal affairs group.

# Incognito Israeli troops join SLA militia as withdrawal hopes fade

From Christopher Walker, Beit Yahoun, southern Lebanon

Israel yesterday appeared to have little intention of meeting this week's deadline for final withdrawal from Lebanon as hundreds of Israeli soldiers and undercover men continued to operate inside Lebanese territory, some attempting to disguise their identity as members of the "South Lebanon Army", the Israeli-backed militia.

The opinion was shared by the SLA, with one militiaman telling a group of Beirut-based reporters who he was refusing entry to the security zone, which stretches up 12 miles wide: "We will not be alone - the Israelis will remain with us."

The number of Israelis who will continue to operate in Lebanon is hard to assess, but UN sources noted that 400 had taken part in raids on two villages mounted earlier this week in conjunction with the SLA, some of whom wear uniforms with Hebrew insignia.



General Levy: Orders new blackout.

Israel's Chief of Staff, Lieutenant-General Moshe Levy, has ordered that military operations be accorded the closing stages of the retreat. As a result, Israeli officers refuse to give precise details or even confirm that any final announcement will be made.

## Red Cross seeks cease-fire

From Richard Dowden.

Red Cross officials are trying to negotiate a cease-fire between Palestinians and their Shia Amal attackers in the south Beirut camps to allow wounded Palestinians to be brought out to hospital.

A Red Cross official said yesterday that they did not know how many were wounded in Chatila but they were ready to go into the area as soon as a cease-fire could be arranged.

## We will talk to Husain - Shamir

By Henry Stanhope, Diplomatic Correspondent

Israel's coalition government was united in refusing to have anything to do with the Palestine Liberation Organisation or its associates, the Israeli Foreign Minister, Mr Yitzhak Shamir, said in London yesterday.

# Cholera fear hits Chatila

From Christopher Thomas

Cholera has been spreading in the south Beirut camps since Sunday to allow further trips. The army opened the crossing again but there are still forces who, for whatever reason, do not want what passes for normality in Beirut to return.

Amal to take on the Palestinians and try to disarm them. The army opened the crossing again but there are still forces who, for whatever reason, do not want what passes for normality in Beirut to return.

The PLO was a terrorist organization opposed to the very existence of Israel and an obstacle to peace, nor could it change, he said.

# Reagan battles for Jordan arms sale

From Christopher Thomas

The Reagan Administration mounted a campaign yesterday to counter a senate resolution opposing sales of advanced arms to Jordan unless Amman opens direct negotiations with Israel.

Mr Shultz said a comprehensive review of US arms policy in the Middle East, a first step towards controversial new arms sales to Arab nations "is basically finished and I expect it will be getting briefed on (Capitol Hill) this week."

He would not be drawn on the sharp exchange of views he is said to have had with the Prime Minister on Tuesday. Some differences of views were "normal", he said, and Britain, like other Western countries, joined Jerusalem in opposing King Hussein's proposal for an international conference on the Middle East.

# Agca explains his role in Pope conspiracy

From Peter Nichols

Expectations are high that Mehmet Ali Agca, the Turkish terrorist serving a life sentence for the 1981 attempt on the Pope's life, will explain to the court today whether he regards himself as the brains behind the attack.

He appeared yesterday afternoon in a totally new guise. The trial is intended to establish whether the eight accused, Bulgarians and Turks, conspired together to kill the Pope. At his first appearance last week, Ali Agca spoke of himself as Jesus Christ and announced the end of the world. Yesterday he was factual.

He maintained that he himself had never killed anyone and that his place in the terrorist picture was as "ideologue and organizer".

# Soares blamed for coalition collapse

From Martha de la Cal

Portugal's political future was still in question yesterday after Tuesday's withdrawal of the Socialist Democrats from the Socialist-Social Democrat coalition which has governed the country since June 1983.

The Social Democrats said their 18 ministers and secretary of state would resign from the Government on June 13, after the signing in Lisbon on June 12 of the agreement for Portugal to enter the EEC in 1986.

The Social Democrats' new leader, Senhor Anibal Cavaco Silva, said his party had left the coalition because the Socialist Party had "constantly refused to carry out measures agreed on."

# Opposition strength acts against Nato

From Richard Owen

Moscow's ambitious and controversial scheme for reversing or diverting the course of two great Siberian rivers to irrigate the deserts of central Asia has been given the green light, despite Mr Mikhail Gorbachev's known doubts about grandiose irrigation schemes.

# Go-ahead to Siberian river plan

From Richard Owen

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# Gorbachov's man tipped as No 2

From Richard Owen, Moscow

With the election of Mr Mikhail Gorbachov as Soviet President as well as party leader almost assured next month, informed sources say attention is increasingly focusing on manoeuvring for the Kremlin number two position.

# War on rape

Port Moresby (AFP) - Papua New Guinea's Prime Minister, Mr Michael Somare, obtained Cabinet approval for a Bill providing for castration of rapists and public hanging for gang rape or rape where murder is involved.

# Liz better

Santa Monica, California (Reuter) - Elizabeth Taylor aged 53, was in "good spirits" after being released from a week in hospital for withdrawal from prescribed drugs and treatment of severe neck and back problems.

# Macao talks

Peking (Reuter) - China said talks between Peking and Lisbon on the handover of Portuguese-ruled Macao to Chinese rule are expected to begin in the first half of next year.



Clasp of condolence: President Zia of Pakistan (left) and President Ershad of Bangladesh, embracing as the Pakistani leader visits Urrichar island, centre of last week's Bay of Bengal cyclone disaster in which at least 20,000 died.

# Nobel firm 'sent £10m weapons to Tehran'

Stockholm (Reuter) - Swedish newspapers said yesterday that armaments manufacturer Bofors, once owned by Alfred Nobel, who created the Nobel prizes, had sold £10m worth of explosives to Iran.

Swedish law prohibits the sale of weapons to countries involved in war. Spokesmen for the group, which recently changed its name to Nobel Industries Sweden AB, refused to comment.

An official of the Swedish customs board, Mr Sigvard Falkenland, told Reuters: "We started looking into this matter about six months ago and I can confirm that we are investigating a company within the Bofors group." He gave no further details.

Dagmar Nyheter said the explosives had been sent legally to an unnamed West European country and subsequently shipped on to Iran.

# Seychelles ruler lauds socialism

Victoria, (Reuter) - President Albert René of the Seychelles, in a speech marking the eighth anniversary of a coup which brought him to power, described socialism as the enemy of his island state in the Indian Ocean.

He said that, because of socialism, 12 times more children had free education, there was now a free medical system with 50 doctors, and infant mortality had been more than halved.

# Out of the frying pan into the car

Cologne (Reuter) - A West German, Herr Ernst Bank, has cut the cost of motoring by running his diesel saloon car on old potato chip fat, Die Welt newspaper reported.

The Cologne restaurant owner clocks up 17,000 miles a year on 1,100 gallons of vegetable oil fuelled from his chip fryer. The fuel gives off a small of stale chips.

# On the slide

Sydney (Reuter) - Opinion polls show that the popularity of the Australian Prime Minister, Mr Bob Hawke, has fallen from 70 per cent to a record low 51, per cent, and support for his New Zealand opposite number, Mr David Lange, has slipped from 37 per cent to 27 per cent in two months.

# Renoir arrests

New York (AFP) - A stolen painting by the French Impressionist Pierre-Auguste Renoir, worth \$750,000, has been recovered in Manhattan with the help of a detective posing as an art dealer. Two people have been arrested.

# Boswell find

Canberra (AP) - A researcher at the National Library here has discovered two letters by Samuel Johnson and his biographer, James Boswell, pasted in a rare two-volume first edition of Boswell's Life of Johnson, published in London in 1791.

# ANC men die

Dar es Salaam, (AFP) - Six members of the African National Congress of South Africa were killed in a road crash north of the Tanzanian capital, just 24 hours after two other ANC men died in a car accident near the same spot.

# Pop Pavarotti



The Italian opera star, Luciano Pavarotti, who has received a "golden record" for success in the field of pop music, has announced he will return to Milan's La Scala for next season's opening night of Aida.

# War on rape

Port Moresby (AFP) - Papua New Guinea's Prime Minister, Mr Michael Somare, obtained Cabinet approval for a Bill providing for castration of rapists and public hanging for gang rape or rape where murder is involved.

# Liz better

Santa Monica, California (Reuter) - Elizabeth Taylor aged 53, was in "good spirits" after being released from a week in hospital for withdrawal from prescribed drugs and treatment of severe neck and back problems.

# Macao talks

Peking (Reuter) - China said talks between Peking and Lisbon on the handover of Portuguese-ruled Macao to Chinese rule are expected to begin in the first half of next year.



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# The fighter at Israel's hard centre

## The Times Profile: Yitzhak Shamir

He came into the hotel room the way a confident boxer moves into the centre of the ring...

For seven years he lived in obscurity, earning a living in law and business.

His vivacity is typically Israeli but, like Menachem Begin, he is not just an Israeli, not just a Jew, but a Pole.

None the less, he is a formidable organizer and administrator.

Shamir arrives at 8am and never leaves before 7pm.

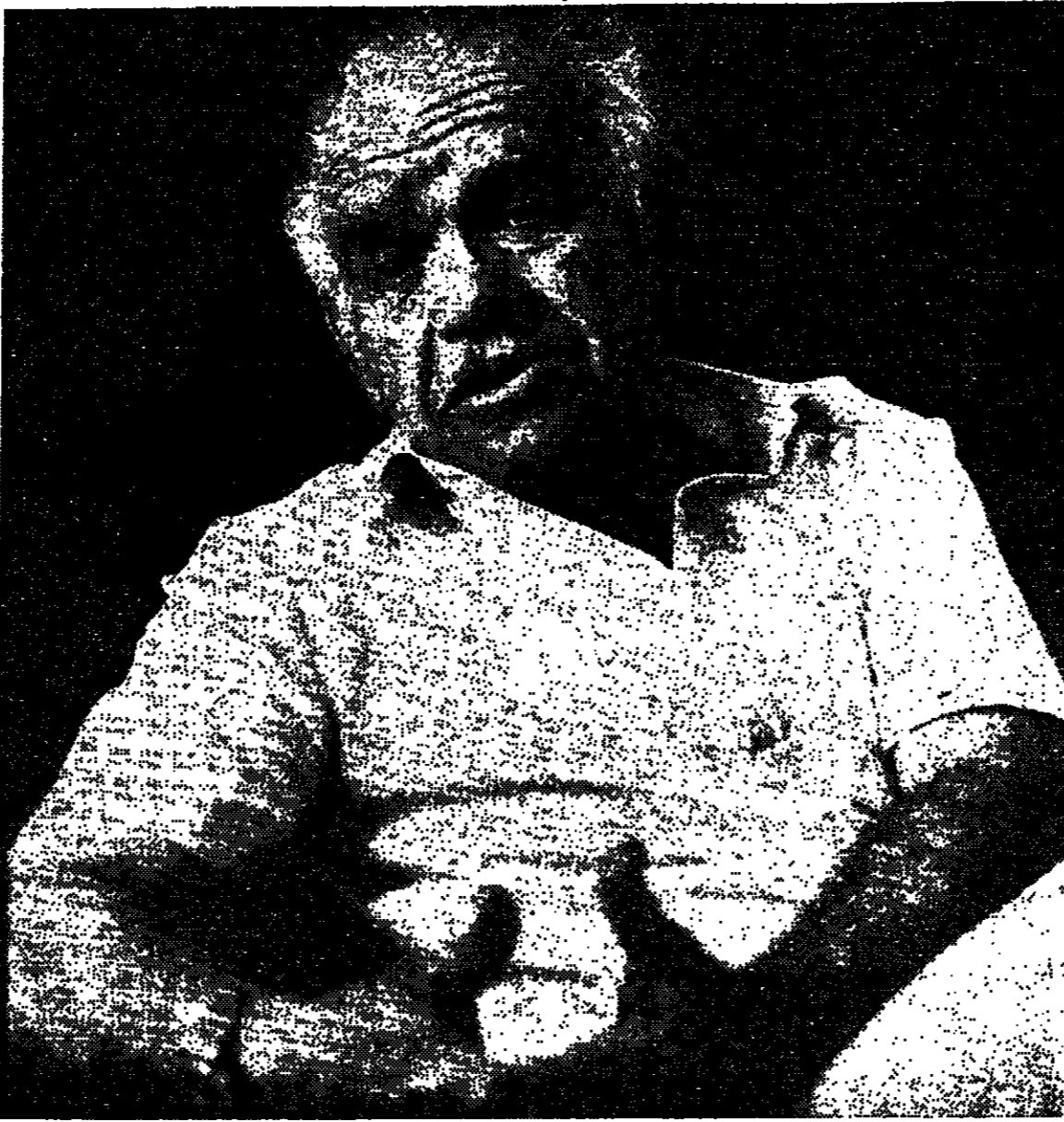
He devours papers: loves reading telegrams and analyses and has a special fondness in tribute to his Mossad days...

Indeed, it is one of the cultural oddities of modern Israel that those who fought hardest against the British mandate in Palestine...

His English was extremely limited until he attained high office late in life.

At the age of 20 Shamir had come under the influence of Ze'ev Jabotinsky, a Zionist leader...

Second, to ensure adequate security for the northern settlements of Israel, which had suffered rocket and terrorist attacks for so long.



A formidable man from a formidable country: Yitzhak Shamir

first, and we thought we had achieved the second through an agreement negotiated with the Lebanese with the help of the Americans.

When he is confronted with the consequences of what had initially had been called Operation Peace in Galilee...

### BIOGRAPHY

- 1915 Born in Ruzhin, Poland. Married; a son and a daughter.
1935 Emigrated to Palestine.
1937 Joined IZL (Irgun Zva'i Leumi - National Military Organization)
1940 Left the Irgun to join LEHY (Lohamei Herut Yisrael) - Israel Freedom Fighters...
1941 Interned by the British Mandatory Authority, and escaped.
1946 Interned again by the British Mandatory Authority, and escaped to political asylum in France.
1948 Returned to Israel and retired into private life.
1955 Joined Mossad, the Israeli Intelligence Service.
1955 Left Mossad to enter business and campaign on behalf of Soviet Jewry.
1970 Joined the Herut (Freedom) Party led by Menachem Begin. Elected to the Knesset (the Israeli Parliament).
1973 Became Speaker of the Knesset.
1980 Became Foreign Minister of Israel.
1983 Became Prime Minister of Israel.
1984 After an indecisive general election result, formed a National Coalition Government with Shimon Peres, the leader of the Alignment Party, with the agreement that Peres would serve as Prime Minister until 1985 when Shamir would succeed him.

and he had to fight them to get rid of them. He knows - he must know - that they are dangerous to him.

First, Israel's position. "We will not negotiate with the PLO. We will never negotiate with the PLO. The King says the PLO says they are willing in principle to negotiate with, and to recognize, Israel. But they have not said so, nor has any other Arab state except Egypt."

He stresses the words "we" and "life" but, to understand the flavour of conversation with him, it is necessary to appreciate that he never shouts and he never, even significantly, raises his voice.

Patrick Cosgrave

## How the British style package topped the American pops

The British music business is fairly buzzing with excitement. Of the top eight American records this week, six are by British artists...

When British acts get together and form a rock group, it's as much to demonstrate an attitude of life as to make music.

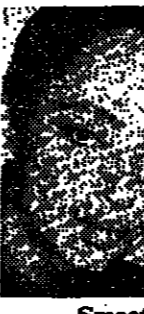
Through freaky hair-styles and outlandish clothes. It can give them a feeling of identity which goes some way to compensating them for the lack of a job.

### US TOP TWENTY

- 1 EVERYTHING SHE WANTS, Wham! (Columbia/CBS)\*
2 EVERYBODY WANTS ... Tears for Fears (Mercury)
3 AXEL F, Harold Faltermeyer (MCA)
4 DON'T YOU FORGET ABOUT ME, Simple Minds (A&M)
5 SUDDENLY, Billy Ocean (Jive/Arista)
6 SMOOTH OPERATOR, Sade (Portrait)
7 HEAVENLY CREATURES, Bryan Adams (A&M)
8 THINGS CAN ONLY GET BETTER, Howard Jones (Elektra)
9 IN MY HOUSE, Mary Jane Girls (Gordy)
10 FRESH, Kool & The Gang (De-Lite)
11 WALKING ON SUNSHINE, Katrina And The Waves (Capitol)
12 JUST A GIGOLLO/AIN'T GOT NOBODY, David Lee Roth (Warners)
13 CRAZY FOR YOU, Madonna (Geffen)
14 ANGEL, Madonna (Sire)
15 ONE NIGHT IN BANGKOK, Murray Head (RCA)
16 SOME LIKE IT HOT, The Power Station (Capitol)
17 SMUGGLER'S BLUES, Glenn Frey (MCA)
18 ONE LONELY NIGHT, Roop Speedwagon (Epic)
19 NEVER ENDING STORY, Limahl (EMI America)\*

British groups\*

Compiled by Billboard; Week beginning June 3



Smooth operators: Sade and the Power Station

panies don't take chances. If something turns up that seems to work they cling to it for all they are worth.

### 'The invasion has become self-propelled'

moustache and was much the same height. The formula worked again. Because of this unadventurous attitude, it's difficult for anything new to get a foothold.

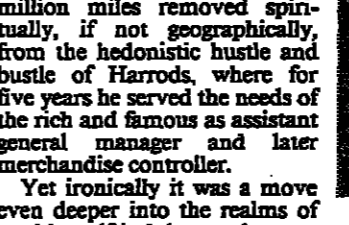
## From business to Buddhism in enlightened Richmond Green

Richard Causton slipped off his black leather mules, bowed his head before a simple wooden altar and broke into a seemingly incomprehensible chant.

Buddhism, an offshoot of Hinduism, was founded by Gautama in North India in 563-483 BC as a way of life and faith which insisted on strict moral and spiritual discipline.

Buddhism had developed into a bewildering number of sects. Because Buddhism is practised in different forms, obtaining exact numbers of followers is difficult to ascertain.

### Content: Richard Causton



discovered my path to Buddhism", he explains. "There was no blinding light, nothing dramatic, but one morning I found myself in the cathedral of Hong Kong where I had gone to think things over."

For Richard Causton the twice daily chanting has enabled him to kick a heavy drinking habit, become more tolerant and resolve a host of other problems because he believes he is happier and more positive.

Suzanne Greaves

### CONCISE CROSSWORD (No 663)

A crossword puzzle grid with clues listed on the left and right. Clues include: Across: 8. Favorite Queen poet (6, 7); 9. Piercing tool (3); 10. Drunkard (9); 11. Rough bush (5); 13. Dishier (7); 16. Cut up (7); 19. Dues (3); 22. Current situation (6, 3); 24. Intestine (3); 25. Of building (13). Down: 1. Hold-ups (6); 2. Wanders (6); 3. Coveted (8); 4. Outlook (6); 5. Swing round (4); 6. Break free (6); 7. Voracious (6); 12. Employers' group (1, 1, 1); 14. Offends (8); 15. Brownish-grey (3); 16. Consternation (6); 17. Linen stiffener (6); 18. Britless hats (6); 21. Water bag (6); 23. Dishover (6); SOLUTION TO No 662: ACROSS: 1. Tedium 4. Cerise 7. Pines 8. Riddle 9. Permeate 13. Ark 16. Credo de Guene 17. Mrs 19. Practise 24. Jaillbird 25. So DOWN: 1. Type 2. Dangerous 3. Morse 4. Cadet 5. Rock 6. Solar 10. Mix-up 11. Arena 12. Exult 13. Atrocious 14. Keen 15. Sock 6. Solar 20. Rainy 21. Cage 22. Club 23. Down.

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BOOKS

Luggage of a travelling man

James Fenton reviews the corpus of our man on the Conrad line

SUNRISE WITH SEAMONSTERS Travels and Discoveries 1964-1984 By Paul Theroux Hamish Hamilton, £12.50

act of self-dramatization. The travel-writer, with his tales of dangers past and sufferings undergone, might as well be flashing back a message on the telegraph to mum: "Which of us do you now prefer?" His motto, when the seas get high, is Quis artem perdit. Oh what an artist perishes in me.

The travels began courtesy the Peace Corps:

As an English teacher I can tell the season by the changing conditions of the exercise books. In the rainy season, the books are damp, the ink has run, and the point of the red grading pencil gets soggy and usually breaks. Winter in Malawi and the students' exercise books are charred at the edges, the stacks of books reek of woodsmoke and dampness. Sometimes moons of cardewax appear on the pages.

Politics intrudes, and the budding writer is watching himself at work:

Meanwhile there is shouting here in the capital of the state of emergency. I'm a teacher. I presume I don't belong on the street making speeches or breaking them down. But the smoke from the palace, which the office boy has told me has just burned down, has something to do with politics; and the soldiers on the street; and the persistent pop-pop of the guns - that's politics, too. But it's not politics, science, and I'm a teacher; my correspondence students have just sent in their exams. I have papers to mark.

This sounds to me very school-of-Isherwood. The force of political life creates a disturbance, an excitement, at the edge of the retina. Mr Theroux had thought of himself as a pacifist, but the prospect of Vietnam and the draft made him decide that he was actually not so much a pacifist as a coward, and in a striking essay of the period he admits this will be his reason for not serving.



A coward, perhaps, although the question is obviously not entirely settled in his mind. Towards no need to row through treacherous seas to find out whether they are cowards or not. And anyway Mr Theroux's experience of Africa includes much violence. He is thrown out of Malawi after becoming implicated in the opposition to Banda.

The essay recounting the circumstances of this change being framed is a brilliant piece of work, although one cannot help feeling that there is some mock innocence involved. Can anyone really spend a year working for the German secret service under the misapprehension that they are reporting for a magazine? When the magazine in question turns out not to exist? There is a touch of the Quiet American about Mr Theroux.

In 1966, Mr Theroux met for the first time with V. S. Naipaul, about whom he writes

very well. Naipaul gave him some interesting advice: "At this stage in your life your writing will change from week to week. Just let it - keep writing. Style doesn't matter - it's the vision that's important, and writing from a position of strength." Naipaul was the first good writer Mr Theroux had met, and he was lucky that the work he showed him (the essay on cowardice already referred to) was good. Naipaul told him to send it to a good magazine, that he was not to be a little-magazine person, and that he should write some more, perhaps about Uganda, where they both were. Mr Theroux obviously threw up at this encouragement. He had seen Naipaul at work advising others.

"Is this your poem?" he asked an African student who had submitted a hand-written piece of verse. "A New Nation Reborn is it for you?" "Yes. Well, I've read it and I want you to promise me to give up poetry immediately. Don't be depressed. Look at me, I've never written a poem in my life. I'm sure your girls live in quite another direction. But you have beautiful handwriting."

This is the kind of candidness one can face only on a full stomach.

One thing Mr Theroux mentions about Naipaul strikes me as typical of the travel-writer on the Conrad line - Naipaul never mentions his wife in his books, except in *An Area of Darkness*, to refer to her as "my companion". And yet, apparently, she has travelled great distances with him. But the fact is that for the travel-writer the reader is the only companion to be allowed on the journey. The others have to be written out or down. When Greene went to Liberia he took his cousin Barbara, but he rarely mentions her in *Journeys Without Maps*. She on the other hand, not being a traveller in the heroic mould, was able to write up her account of the trip giving her cousin full prominence. The solitary journey is part of the traveller's myth, his privacy, his ordeal. The rowing trip around Cape Cod is the same journey as the rail trip around the world. But for Mr Theroux, unlike for Naipaul, there is always a homecoming.

Major derailment that inspired great plays

Sheridan Morley

THE KINDNESS OF STRANGERS By Donald Spoto The Bodley Head, £12.95

As a title for a life of Tennessee Williams, that could hardly be bettered, since it is at once his most famous life and his own ironic epitaph. The stranger on whose kindness Blanche du Bois was depending in *Streetcar Named Desire* were in fact the male nurses leading her at the last to an asylum; the strangers in Williams's unhappy life were the sexually and socially voracious young off-Broadway gays who hastened his own rush toward a grave that had always seemed more open to him than most, certainly during the stoned age of his last 15 years of theatrical failure.

The truth of Williams's life is of course already contained in most of his better plays: he was not just the "Tom Wingfield" of *The Glass Menagerie*, but also the "Mrs Stone" of *The Roman Spring*, and to a considerable extent the "princess" of *Sweet Bird of Youth*. In that sense Williams's audiences have always been ahead of his readers: his own *Memoirs* (1975) were largely a work of fiction; and as most previous biographies have been by close relatives or ex-lovers, Mr Spoto has achieved the first complete and dispassionate account of the life of poor Tom, a life that can be seen as one 70-year-long nervous breakdown.

The only thing that Mr Spoto seems to lack is much interest in the theatre: whereas his previous and controversial life of Alfred Hitchcock was informed by a deep knowledge of the movies concerned, here he seems oddly content to give us thumbnail plot sketches and a

The game as a religion

John Graham

GROWING UP WITH CRICKET Some Memories of a Sporting Education By Alan Gibson Allen & Unwin, £8.95

Nearly 10 years ago Alan Gibson wrote a sort of autobiography called *"A Mingled Yarn"*, and I was only one of many reviewers who heaped praise upon it. There was, surprisingly, very little cricket in it; rather it was an account of a varied and sometimes dramatic life, a life of spasms, written with insight and charm, gently tolerant and hilariously comic.

Since then Gibson has devoted himself to cricket, as broadcaster, reporter, and author. Indeed, cricket has kept a powerful hold on him for more than 50 years; it is for him a sort of religion. His latest book, *Growing Up With Cricket*, is a re-examination of the last 50 years, with excursions into the 19th century.

Now I am fully aware that I may be hailed before a hollow square of scribes and ground staff at Lord's and have my pads snipped off for saying so, but this is really not a very good book. There are far too many minor characters, of little interest to anyone at the time and none at all now. Gibson's whimsical style and oblique approach to the rituals of our national game are perfectly suited to a short match report on page 27, but they won't do for a whole book. He is too intelligent, his interests too wide-ranging, and his understanding too deep, to have buried his talents beneath such mounds of eminently forgettable trivia.

That said, there are of course some wonderful anecdotes. There is Bill Shepherd being buried with his MCC tie, his Hampshire tie, and his Hampshire membership card. There are John Arlott's hymns, three of them in the BBC Hymn-Book, which are mostly concerned with praying about the weather. There is Sir Neville Cardus's confession that as a small boy he used to pray that the great Rajasthan would be bowled with the third ball of the next over, middle stump. He felt that by specifying both the middle of the over and the middle stump, he was giving the Almighty a reasonable margin of error.

But best of all is the story of how cricket originated in Ireland, and entered England through Cornwall. Gibson gives us the complete score-card of the first known cricket match, played between the Irish giant Cuchullain and a Hundred Colts of Ulster: Colts..... b Cuchullain 9 Cuchullain..... not out 1 After this astonishing piece of bowling, Cuchullain introduced the game to his relative, the Giant Bolster, who once reigned over West Cornwall. Bolster used to stand with one foot on Carrá Brea and the other on St Agnes's Beacon, because he was six miles high. Eat your heart out, Joel Garner.

The wry tragedies of English manners

Andrew Sinclair

A GLIMPSE OF SION'S GLORY By Isabel Colegate Hamish Hamilton, £8.95 OFFSIDE By Gisela Elsner Virago, £9.95 LOW TIDE By Fernanda Eberstadt Heinemann, £8.95 HORSE'S NECK By Pete Townshend Faber, £6.95

traveller's tale of a Russian tribe so sensitive to electronics that it is driven to mass suicide by being photographed. More H. G. Wells or the later Lessing than the wry tragedy of manners that is the excellence of this collection. Offside is hailed in Germany as a modern *Madame Bovary*. It is more of a modern *Frau Suburbia*. Gisela Elsner seems less feminine in sympathy than

bond decadence is exploited by perverse ageing voluptuaries from New York to the Hamptons.

Although echoes of Tennessee Williams and Waugh and Firkbank reverberate in these pages, Miss Eberstadt is jewelled, funny, and unexpected in her own right. She has an extraordinary talent in the rich and strange juxtaposition of sentences and things. A hot London night like a fallen cake, a flip question to hide a private grief: "How do you tidy a ravine? How do you send darkness to the dry cleaners?" She manages to convey extreme feeling through brittle writing, precise character through the exaggeration of it. As her hero, so her novel - it festers beautifully.

There is a poetic and anguished decadence in Pete Townshend's *Horse's Neck*, a collection of his prose and verse over the past six years. He is obsessed by the horse as beauty and sexual power, and his equine dreams infuse his memories of the pop world, where his evenings once moved from mere apathy to total necrophilia. He writes with a special and sensuous vocabulary that disconcerts by its lush adjectives set against flat conversations. He is far better writer than John Lennon ever was in this mosaic of an imaginative life.

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Public Servants or Political Pawns

Since "law and order" became a central election issue, the police have found themselves thrust squarely into the political limelight. All too often, the script provided for them has been no more than party-political sloganising. In Ulster, in the "inner city", in industrial disputes, after the embassy sieges and three tragic shooting incidents, Britain's police are in danger of disappearing behind the headlines; serious research has been in short supply. In this week's THES, P A J Waddington reviews some of the latest publications on the subject.

Also this week \* Freud's legacy: part two of a series \* Promoting sociology in Cambridge \* Education books

The Times Higher Education Supplement On sale at newsagents, every week

Vertical sidebar containing various small advertisements and notices, including mentions of 'Mossad', 'Patrick Cosgrove', 'Suzanne Green', and 'Ridicule'.

THE TIMES DIARY

Cardinal Basil Hume puts the case against any experiments on human embryos and asserts the need for moral absolutism

Ronald Butt

Why Warnock is wrong

An everyday tale of vandalism

Falling sails

Nothing is sacrosanct at the Mirror. Robert Maxwell has banned nipples. He has cut the Daily from the title...

They're off

How inconvenient that bloodstock auctioneers Tattersalls should be sued for negligence in Derby week...

Sisterly

Neil Kinnock, erstwhile star of the Labour conference's Red Revue, is about to get his come-uppance...

Down to earth

How did Nicholas Ridley, Transport Secretary, manage to persuade Lord King to hand British Airways' £12-million-a-year Saudi Arabian routes...

Pastures old

How better to suggest Alliance chances in the rural Brecon by-election than by suggesting it wants to rate agricultural land?

Female squeeze

No, Gloria Hooper will not be offered membership of the Carlton Club when embroiled next week (PHS yesterday)...

The debate over the Warnock Report on human fertilization and embryology is in danger of taking place in too narrow a context...



It is at this very point that we seem to have greater difficulty than ever in knowing the criteria for adjudicating between conflicting interests...

It is not intolerant fanaticism but common sense which insists on the relevance of moral principles in the face of a difficulty of the imagination...

There is a new principle of organization, a new subject, a human subject with interests and rights because of its humanity...

Each element of this representation is false, or misleading. I think there is also an underlying failure to understand the proper context of the debate...

Our present society is going through an accelerated process of social and technological change, the speed of which outstrips the powers of psychological and ethical assimilation...

Beirut: A dove perched on the incinerated remains of a house and the young fighter took aim with his automatic...

The Shia Amal fighters, who have fought house by house through south Beirut's Palestinian camps for the past two weeks...

"I would not go down there. There are still Palestinians under us, a whole city beneath the one you see. They can come up at any time."

As if to illustrate his fears, a few moments later there was a burst of automatic fire followed by the crash of a rocket launcher. He waved us away from an exposed street corner...

Richard Dowden sends an eyewitness report on the Amal-Palestinian fighting

In the land of the camps every one is the enemy. A Palestinian child is treated for a shrapnel wound at an Italian hospital near Chatila...

On a number of London underground stations just now there is a poster advertising a "Capital Radio Music Festival"...

This poster of everyday life in 1985 is also implicitly a casual symbol of smiling tolerance on the part of people in responsible positions...

For younger people it must be almost impossible to imagine what it was like to live in a society in which such heartless and casual brutality was almost unknown...

The astonishing thing about Bombay, wrote Aldous Huxley, is the vast number of birds living there. What strikes you first about Venice, said Alphonse Allais in the 1890s...

"This a man must do. The sending of the postcards to the folks in Cleveland, this is a man's work. Also, the buying of the wine and the purchasing of the bullfight poster...

economic deprivation offer an answer: unemployment and public squalor caused by lack of government money.

The answer is that so much of all this is presented in "entertainment" as though it reflected the natural order of things that, in the end, the real copies the imaginary.

At the same time, the teaching of commonly held moral values and behaviour has largely been dismantled in schools; instead the young are offered a moral morass.

Unless we can understand that Brussels was the apex of a wider cultural phenomenon we shall find no amendment. In this the government, parliament, and the authorities and distributors who control the mass media have a larger duty than they will yet admit.

Next day the pilgrimage ended. We left Seville at first light.

moreover... Miles Kingston

It is good, the not being mugged

The houses of Seville are famous for their ornamental iron grilles. What is not so well known is that some cars are beginning to sprout these burglar-proof devices as well...







WALL STREET

Dow makes strong gain

The expected news that North Sea oil prices would fall again took its toll of the pound...

New York (AP-Dow Jones) - Wall Street shares were holding on to their strong early gains in heavy trading yesterday...

COMMODITIES

The market will be waiting to see if there is selling into its modest rally...

Table of commodity prices including LONDON COPPER, LONDON METAL EXCHANGE, and LONDON MEAT FUTURES.

FOREIGN EXCHANGES

Cuts in base rates became less likely yesterday as the pound slipped again in quiet trading...

Table of foreign exchange rates including STERLING SPOT AND FORWARD RATES and DOLLAR SPOT RATES.

MONEY MARKETS AND GOLD

Interbank day-to-day money opened at a fairly high 13 1/2-13 3/4, slipping back to 13-13 1/4 by lunchtime...

Table of money market rates and gold prices.

INVESTMENT TRUSTS

Table listing various investment trusts with columns for Name, Price, and Change.

Table of investment trust performance data.

WALL STREET

Table of stock prices for various companies including AMF Inc, AMR, Allied Signal, etc.

WALL STREET

Table of stock prices for various companies including Eason Corp, Fed Dept Stores, etc.

WALL STREET

Table of stock prices for various companies including Philip Morris, Pfizer, etc.

WALL STREET

Table of stock prices for various companies including RJR Nabors, Reynolds Ind, etc.

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WALL STREET

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WALL STREET

Table of stock prices for various companies including RJR Nabors, Reynolds Ind, etc.

WALL STREET

Table of stock prices for various companies including RJR Nabors, Reynolds Ind, etc.



STOCK MARKET REPORT

Gloom for electronics sector as broker cuts STC profits forecast

By Derek Pain and Jeremy Warner

Simon & Coates, the broker, piled on the agony in the electronics sector yesterday by cutting sharply its profits forecast for Standard Telephones and Cables after a visit to the company.

STC shares, which have underperformed the rest of the market by 60 per cent over the last year and 15 per cent since the group's disastrously timed 1984 share rights issue, plunged a further 14p to 162p.

Both STC and Plessey are expected to suffer increasingly from the squeeze that British Telecom has been putting on suppliers since privatization and there are severe doubts among brokers about the viability of the long term strategies of the two companies.

At the close the FT 30 share index was down 3.1 points at 1,017.1 points, one again jibbing at moving above its 1,024.3 points peak.

Shares of the takeover favourite Dupont, the metals and plastics group, rose 1 1/2p to 41 1/2p as Fielding, Newson-Smith and Co., the broker, recommended the shares on trading grounds.

NGES by 0.9 to 78.8, the pound has... 4 cents from the... peak against... Monday. But because... interest rate... published for... DC's reduction... price served... ministers.

TABLE RATES

DOLLAR SPOT RATES

TABLE with columns for various financial metrics

TABLE with columns for various financial metrics

TABLE with columns for various financial metrics

COMPANY NEWS

PEGLER-HATTERSLEY: Final 9.25p, making 14.3p (13.5p) for 52 weeks to March 30. Figures to 1980 turnover 154,407 (£2,627).

ATKINS BROS. (HOSIERY): Final dividend 4p (3.65p), making 5.35p (5p) for the year to March 31. Figures to 1984 turnover 13,990 (£2,541).

BRENT WALKER HOLDINGS: The offer for sale of 9.2 million shares at 130p received 4,821 valid applications for 17,02 million shares, oversubscribing the issue 1.85 times.

More company news is on page 18

At the 86th Annual General Meeting of

EIS Group P.L.C.

on 5th June, 1985

The Chairman, Mr. M. Q. Walters reported that in 1984 the Group made record pre-tax profits of £4.2m.

These have increased in every year since 1970.

1985 is expected to be another year of progress with results commensurate with the increased size of the Group.

For the Report and Accounts, write to: The Secretary at 6 Sloane Square, London, SW1W 8LL or telephone: 01-730 9187

Henderson Administration Group plc

RESULTS FOR THE YEAR TO 31st MARCH 1985

Table with columns for 1985, 1984 and percentage changes for Profit before tax, Earnings per ordinary share, Dividends per ordinary share, Net assets, Funds under management.

\* A year of great significance in the development of the Group.

\* These results reinforce our policy of remaining an independent, specialist, international investment management group, where no conflicts of interest exist.

J R Henderson, Chairman

Copies of the Annual Report may be obtained from the Company Secretary, Henderson Administration Group plc, 26 Finsbury Square, London EC2A 1DA.

The above figures are extracted from the accounts of the Group on which the auditors have given an unqualified opinion and the accounts will be filed with the Registrar of Companies.

Henderson. The Investment Managers.

Crest Nicholson, the marine equipment to property group, has switched brokers - from Buckmaster & Moore to Gieve, Grant and Co. The move is thought to signal the chairman, Mr David Donne's intention to make a significant acquisition.

from Wood Mackenzie on Thom ENIL. The broker considers that unless there is a sharp upturn in the semiconductor cycle shortly, Immos could well make a loss this year with adverse consequences for overall profits.

For the moment Wood Mackenzie's forecast of the present year is profit stands at £164 million and the shares closed 2p lower at 474p, supported partly by renewed

Oil shares however, managed small gains with British Petroleum 5p higher at 533p and Britoil 7p better at 233p.

French Kler continued to respond to a bullish circular from Scrimgeour Vickers and suggestions that Traillgar House with 14.9 per cent of the shares will bid. The shares rose 6p to 175p to make a two-day gain of 14p.

In a market short of stock Ward White Group rose 20p to 328p, accompanied by talk that it could be the mystery bidder

both in this country and in the US where it is thought to have several lined up.

RECENT ISSUES

Table listing recent issues with columns for Company Name, Issue Size, and Price.

This advertisement is published by S. G. Warburg & Co. Ltd. on behalf of Bunzl plc.

VOTE AGAINST BRAMMER'S OFFER FOR ESE



Brammer's offer for ESE is unwise, excessive and lacks industrial logic. Bunzl believes it could seriously weaken your Company, and diminish the value of your shares. You should reject it immediately.

- ESE will dilute Brammer's earnings per share by more than 15 per cent. ESE will reduce Brammer's net tangible assets per share by nearly 30 per cent. ESE will stretch Brammer's management resources still further.

ESE will deprive you of the benefit of Bunzl's generous offer of 397p\* per Brammer share and a significant increase in capital value and income.

\*Based on the middle market price of Bunzl shares derived from The Stock Exchange Daily List for 4th June 1985.

COMPLETE AND RETURN THE PINK PROXY CARD NOW

The Directors of Bunzl plc are the persons responsible for the information contained in this advertisement. To the best of their knowledge and belief (having taken all reasonable care to ensure that such is the case) the information contained in this advertisement is in accordance with the facts. The Directors of Bunzl plc accept responsibility accordingly.

COMMERCIAL PROPERTY

Joint venture

Conservation area

# Three City choices for Salomon Brothers

By Judith Huntley

Salomon Brothers, the American investment bank, may soon decide which new office building in the City of London to choose in order to cope with its growing space demands. The firm is believed to have narrowed its choices to three schemes. One south of the Thames, one yet to be constructed and one that is still a gleam in someone's eye. Salomon is one of the few top US financial groups yet to make a deal to take advantage of London's financial revolution. Even before it does so, the company is bursting at the seams. It is looking for more than 100,000 sq ft of space with large dealing floors of at least 20,000 sq ft. Speculation is mounting that Salomon has looked at St Martins Property Corporation's £120 million, 800,000 sq ft scheme on the south of the river at London Bridge City, as 'the

## Topping out at Thameside site

Higgs and Hill Development has topped out its first two buildings on its Kew Campus office development fronting the Thames near Kew Bridge in west London. The project will have 60,000 sq ft of space in five buildings which can be linked if required. The first two buildings have 15,000 and 9,400 sq ft of space, which is being offered for sale freehold or to let through the agents, Richard Ellis and Dumphys Commercial.



On the waterfront: a model of the Kew Campus office development

**ALLEN & UNWIN**  
If we called it the new 'corporate bible', you might not believe us.

**CREATING EXCELLENCE**  
MANAGING CORPORATE CULTURE, STRATEGY AND CHANGE IN THE NEW AGE

Craig R. Hickman & Michael Silva

When every year fashion lists a different management book as the 'executive's bible', it is refreshing, stimulating and reassuring to discover a book which will go beyond fashion. *Creating Excellence* gives a new vision of leadership, a new dimension to management, a new focus on the vital synergy needed between strategy and corporate culture. It is straightforward, no-nonsense, inspiring and a pleasure to read. Doris Bigio, Director of the President's Division Management Centre Europe

Hardback £12.50

Available from  
The Barbican Business Book Centre, 9 Moorfields, London EC2Y 9AE Tel: 01-628 7479  
Credit account details available on request

development is known, is widely thought to be under offer. The market is suggesting that No 1 London Bridge, the building nearest the bridge and the Cottons, next to London Bridge Hospital have been pre-let. Peat, Marwick Mitchell, the accountant is being linked with The Cottons buildings. But it appears that no deals have been signed yet, and Salomon has at least two other options. The firm invited a host of estate agents representing City developers to present the varying attractions of their building to it and from that presentation a shortlist of three or four has been made. Top of the list must come as yet unbuilt space at Rosehaugh/Stanhope's Liverpool Street development and Rosehaugh's Greycoat's phase two of Finsbury Avenue. Then there is London and Metropolitan Estates' Rope-

maker Street scheme. There are few sites left in the City still undeveloped but the future of Pilgrim Street, off Ludgate Hill has yet to be decided with fierce competition from developers to build offices there which will not only meet the market's

needs but the requirements of the City of London's planners too. The future of the Post Office's former building in St Martins-le-Grand next to Postman's Park is under consideration. The Post Office is likely to redevelop the site capitalizing on a valuable asset.

It is not clear what the planners will allow, but a total redevelopment with up to 200,000 sq ft of offices would give the Post Office the chance to cash in on the booming City office market. However, the building of Edwardian vintage, is in a conservation area, so all may not be plain sailing on the development front. Stick Conversion has a site near the Old Bailey which it plans to develop with a large amount of office space once the planning position is sorted out. Any freeholds that come on the market are snapped up at top prices. At least that is what Wimpey Property Holdings is hoping for on its site at Crutched Friars, EC3.

The company is putting the freehold on the market through Debenham Tewson & Chinnocks with planning permission for 106,000 sq ft of space, in a new building. The recent pre-letting of Commercial Union's 72,000 sq ft Friary Court to Spicer & Pegler, the accountant, also at Crutched Friars, is evidence of the strength of the market. The latest lettings in Triton Court, the 200,000 sq ft refurbishment by the Royal London Mutual Insurance Society in Finsbury Square, also

**DEBROOT COLLIS**

|   |   |   |   |  |   |   |
|---|---|---|---|--|---|---|
| <b>OLD BAILEY, EC4</b><br>Good quality offices. Air conditioning, 2,000 sq ft. Long lease available. Only £8.27 pst. Ref: IMS. Tel: 01-686 1455 | <b>CLIENT'S REQUIREMENTS</b> a Central City 20-30,000 sq ft. To lease. b EC postal districts 40-60,000 sq ft. Owner occupier. Details to Ref: CLJ. Tel: 01-606 1455 | <b>FETTER LANE, EC4</b><br>Air-conditioned office suites. 3,150 to 11,275 sq ft. To let with car parking. Ref: RW/JRC. Tel: 01-242 0333 | <b>5,000 SQ FT @ ONLY £6.08 pst.</b><br>Modern self-contained building with car park, close to Chancery Lane. To let. Ref: JBH/RH. Tel: 01-242 0333 | <b>NEW OXFORD STREET</b><br>High quality air-conditioned offices approx 3,000 sq ft. To let. Ref: JBH/RH. Tel: 01-242 0333 | <b>MAYFAIR, W1</b><br>Self contained suites from 1,700-7,000 sq ft. Short and long leases available. Ref: RGP. Tel: 01-734 1304 | <b>PARK CRESCENT W1</b><br>Professional and institutional offices-6,000 sq ft. Long leasehold interest. For sale at nominal ground rent. Ref: RGP. Tel: 01-734 1304 |
|---|---|---|---|--|---|---|

**CENTRAL LONDON OFFICES**

This advertisement is published by the Burton Group PLC, whose directors (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the facts stated and opinions expressed herein are fair and accurate and each of the directors accepts responsibility accordingly.



# Bags more style, bags more profit.

Burton and Habitat Mothercare - two of the most successful retailers in the UK. Innovators with the flair to create outstanding retail businesses. Both companies have superb growth records. Both have proved that their exciting ideas

can be made to work in large spaces as well as small. To be a successful retailer Debenhams needs the vision and retail management skills of Burton and Habitat Mothercare. - They have bags more style. - That's why they produce bags more profit.

**Debenhams often promise  
Burton always delivers.**

The Burton Group

habitat/mothercare

### Base Lending Rates

|                   |         |
|-------------------|---------|
| ABN Bank          | 12 3/4% |
| Adam & Company    | 12 3/4% |
| Barclays          | 12 3/4% |
| BCCI              | 12 3/4% |
| Citibank Savings  | 11 3/4% |
| Consolidated Crds | 12 3/4% |
| Continental Trust | 12 3/4% |
| Co-operative Bank | 12 3/4% |
| C. Hoare & Co     | 12 3/4% |
| Lloyds Bank       | 12 3/4% |
| Midland Bank      | 12 3/4% |
| Nat Westminster   | 12 3/4% |
| TSB               | 12 3/4% |
| Williams & Glyn's | 12 3/4% |
| Citibank NA       | 12 3/4% |

\* Mortgage Base Rate.

Demand for ever larger buildings and open floors capable of accommodating international dealers is escalating. Can the day be far off when the one million sq ft building with 40,000 sq ft floors becomes a reality in the City? Such buildings are commonplace in the US and pressure is building up for similar schemes to be developed here. That raises the question of how to finance such projects and create an investment market for them.

## BETEC

- \* Substantial profit increase
- \* Dividend resumed
- \* Strengthened Balance Sheet

### Summary of Results

Year ended 31st December 1984

|                                     | 1984<br>£000 | 1985<br>£000 |
|-------------------------------------|--------------|--------------|
| Turnover                            | 14,678       | 13,884       |
| Profit before taxation              | 1,023        | 514          |
| Taxation                            | 298          | 119          |
| Profit after taxation               | 725          | 395          |
| Extraordinary charge                | 138          | 172          |
| Profit attributable to shareholders | 587          | 223          |
| Earnings per share                  | 8.29p        | 4.40p        |
| Dividend per share                  | 1.50p        | -            |

To obtain a copy of the Report and Accounts, please write to the Company Secretary, BETEC PLC, PO Box 2, Aylesbury, Bucks HP21 8AB

## Swire Pacific Limited

Final dividends for the year ended 31st December 1984

### Scrip Dividends

At the annual general meeting held on 23rd May 1985 shareholders approved the recommended final dividends for the year ended 31st December 1984.

By the closing date of 24th May 1985 for the lodgement of election forms in Hong Kong and London, elections for cash dividends had been received from the holders of 189,984,090 'A' shares and 243,117,839 'B' shares. Accordingly, the following new 'A' and 'B' shares have been allotted to shareholders in respect of the final dividends for 1984 to be satisfied by the issue of scrip:

|            | Number of new shares issued | Proportion of existing shares in issue |
|------------|-----------------------------|--|
| 'A' shares | 2,494,915                   | 0.9617 PCT                             |
| 'B' shares | 24,026,584                  | 3.0857 PCT                             |

Certificates for the new 'A' and 'B' shares will be despatched to shareholders on 7th June 1985 and the Hong Kong Stock Exchange has granted permission for the shares to be quoted and dealt in from that date.

By Order of the Board  
JOHN SWIRE & SONS (H.K.) LIMITED  
Secretaries

Hong Kong,  
6th June 1985

**Swire Pacific Limited**  
The Swire Group  
Swire House, Hong Kong.

















PERSONAL COLUMNS

Trade 01-837 2104 and 01-278 9232 Private 01-837 3333 or 3511

DEATHS
JENNINGS - On June 5th, 1985, peacefully at home, aged 86 years, Mrs. Jennie Jennings...

BIRTHS
AROLD - On June 5th, at St Thomas' Hospital, to Lucy (nee Arford) and Christopher...

MARRIAGES
MERRISMAN - CHAMBERS - On May 31st, at St Paul's Cathedral, London...

DEATHS
BAYTON - On June 5th, 1985, Mrs. Bayton (nee Bayton) aged 77 years...

IN MEMORIAM
MRS. JANE FRANCIS CHAMBERLAIN - Died 28th May 1985, aged 88 years...

ANNOUNCEMENTS
RUTH KATHLEEN RUTH SPRINGER - Died 28th May 1985, aged 88 years...

HELP US IN HEART WEEK
3-9 June
We're leading the fight against cancer...

ATTACK CANCER
We're leading the fight against cancer...

MAYALAND IN LONDON
WHERE? at Mexpo '85
MEXICO'S DYNAMIC TRADE FAIR
NOVOTEL (HAMMERSMITH)
JUNE 11-15th - 10.30 am - 8.00 pm

LATE AVAILABILITY
HOLIDAYS THIS WEEKEND
SPETSIS OR POROS 7/6...£129
CRETE 9/6...£139

FLIGHTS, FLIGHTS
WE'RE NOT CLASS
EXECUTIVE CLASS
TOURIST CLASS

DURRELL'S CORFU
NEW LOW FARES WORLDWIDE
FLY SAVELY
EARLY BIRD SAVING

JUNE BREAKS
CRETE
HERSONISSOS/CHANIA
SIMPLY CRETE

ILIOS ISLAND HOLIDAYS
FIRST CLASS FIRST SERVED
DISCOUNTED FARES

UP UP & AWAY
TIMWAY HOLIDAYS
CHEAPEST FARES
DISCOUNTED FARES

CLUBAIR
FAR AWAY BARGAINS
CORFU AND CORSICA
BLADON LINES

VENETIAN RIVERA
CAREFREE TRAVEL
ZANTE
CLUB ANNOUNCEMENTS

Ticket Value
Alicante (M&G) £70
Athens £79
Corfu (M) £114

HOLIDAYS AND VILLAS
ALBAVYE, Super 2 & 3 bed villas
MISMA, Corfu, Crete & Antalya

HOLIDAYS AND VILLAS
MALAGA, YEMENI, LANZAROTE
BRATHOS, Weekly Friday Night

HOLIDAYS AND VILLAS
TAKE TIME OFF to Paris, Amsterdam
PROVENCE, Superbly restored house

HOLIDAYS AND VILLAS
NEW LOW FARES WORLDWIDE
FLY SAVELY

HOLIDAYS AND VILLAS
JUNE BREAKS
CRETE

HOLIDAYS AND VILLAS
ILIOS ISLAND HOLIDAYS
FIRST CLASS FIRST SERVED

HOLIDAYS AND VILLAS
UP UP & AWAY
TIMWAY HOLIDAYS

HOLIDAYS AND VILLAS
CLUBAIR
CORFU AND CORSICA

HOLIDAYS AND VILLAS
VENETIAN RIVERA
CAREFREE TRAVEL

HOLIDAYS AND VILLAS
Ticket Value
Alicante (M&G) £70

RENTALS
Trade 01-837 1804
Private 01-837 3333 or 3511

KEITH CARDALE GROVES
Richardsons Mews W1
HOLLAND PARK W14

MAYFAIR
New lux 3 bedrm, 2
bathrm flat with garage

THE LONG/SHORT Let specialists
HOLIDAY/GO LET, 2nd Flr, W. July & Aug

SUPERIOR FLATS AND HOUSES
GHESEA, 8V2, Fully furnished

HOLIDAY FLATS SERVICED
W1, 2nd floor 1 bedroom flat

HOLIDAY FLATS FROM £150pw
SW17, 2nd floor, 1 bedroom

LUXURY FLATS, Short/Long let
FILHAM, Quality designer house

TEMPORARIES
USE YOUR FRENCH SKILLS
If you've fluent French and have excellent secretarial skills...

INTERNATIONAL SECRETARIES
TEMPORARIES
USE YOUR FRENCH SKILLS

TEMPORARIES
USE YOUR FRENCH SKILLS
If you've fluent French and have excellent secretarial skills...

THE LITTLE BOUTIQUE
LUXURIOUS LARGE HOUSE
WEST END

WEST END
Sunny maisonette, Roof garden

AMERICAN EXECUTIVES seek
PROPERTY MANAGEMENT of New York

PROPERTY MANAGEMENT of New York
TWO EXCELLENT 4 bed/1 bath

TWO EXCELLENT 4 bed/1 bath
WIMBORNE, Lux det. hse, 6 bdr

WIMBORNE, Lux det. hse, 6 bdr
FLATS & HOUSES urgently required

FLATS & HOUSES urgently required
FLAT SHARING

FLAT SHARING
ST JOHN'S WOOD Prof person to store

ACTORS LOVELY HOUSE
BLADON LINE, Prof. w/10, 0/7, £140

ENTERTAINMENTS
CONCERTS
BARRACAN 01-628 6796/686

IN BETWEEN JOBS
Would you like to take a break from your day job?

TEMPS USE YOUR FRENCH SKILLS
If you've fluent French and have excellent secretarial skills...

INTERNATIONAL SECRETARIES
TEMPORARIES
USE YOUR FRENCH SKILLS

TEMPORARIES
USE YOUR FRENCH SKILLS
If you've fluent French and have excellent secretarial skills...

PUBLIC NOTICES
IN THE HIGH COURT OF JUSTICE

PUBLIC NOTICES
IN THE HIGH COURT OF JUSTICE

PUBLIC NOTICES
IN THE HIGH COURT OF JUSTICE

PUBLIC NOTICES
IN THE HIGH COURT OF JUSTICE

Experienced Mothers Help
Ideally for up to 1 year in Geneva

CLUB ANNOUNCEMENTS
YOUNG CLUB
MUSICAL INSTRUMENTS

U.K. HOLIDAYS
AWAKE TO THE CALL OF MULLA
RESISTA CARPETS

TEMPS USE YOUR FRENCH SKILLS
If you've fluent French and have excellent secretarial skills...

INTERNATIONAL SECRETARIES
TEMPORARIES
USE YOUR FRENCH SKILLS

TEMPORARIES
USE YOUR FRENCH SKILLS
If you've fluent French and have excellent secretarial skills...

PUBLIC NOTICES
IN THE HIGH COURT OF JUSTICE

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IN THE HIGH COURT OF JUSTICE

Today's television and radio programmes

Vertical text on the left margin containing various notices and advertisements.

BBC 1 TV-am 6.00 Breakfast 6.30 News with Frank Bough and Sue Cook 6.55 News at 6.55, 7.25, 7.55, 8.25 and 8.55

TV-am 6.15 Good Morning Britain 6.55 News at 6.55, 7.25, 7.55, 8.25 and 8.55

TV/LONDON 6.25 Thames news headlines 6.30 For Schools: Part one of the novel, The Nightwatchman

BBC 2 6.30 Open University Maths: Catastrophe Theory 6.55 Science: Alcoholics Anonymous

CHANNEL 4 2.30 Channel Four Raising from Epsom 6.30 News 6.55 Shipping, 6.55 News Briefing

CHOICE just like the Dark Ages all over again when old ladies have to go up the garden to use the toilet

Radio 4 7.00 News 7.05 The Archers 7.25 Any Answer? John Thompson

Radio 3 6.52 News 7.00 News 7.05 The Archers 7.25 Any Answer? John Thompson

REGIONAL TELEVISION VARIATIONS

ENTERTAINMENTS section containing listings for OPERA & BALLET, THEATRES, CINEMAS, ART GALLERIES, and other entertainment events.



GENERAL APPOINTMENTS

June 6, 1985

Cuts drive civil servants to despair... By Richard Evans... Lobby Report...

In that part of East Anglia where I like to spend my holidays, the Singing Postman has a song: "You never see a farmer on a bike..."

About 10 per cent of all graduates entering first-time employment in this country now go into accountancy training contracts...

In parallel with this tremendous increase in numbers, accountants have been moving into new areas of financial expertise...

traditional perception is rapidly becoming dated.

The modern practice, large or small, earns an increasing proportion of its fees from consultancy and advisory work.

In addition, many firms of chartered accountants are able to offer comprehensive advice on installing and using business computer systems for financial management data.

But the chartered accountant in public practice is only half the picture. An increasing number of our members work in public companies and in public sector enterprises.

And for some reason the Prime Minister must consider that chartered accountants make good whips

The role played by accountants is now widening to suit the needs of a changing business world, says Brian Jenkins



among several members of the Institute in the Government are the Chief Whip and his deputy. Training must be the principal foundation for the survival of any profession.

ation before being able to practise independently.

Those who clear these hurdles have acquired a business education which is second to none.

So far, so snug perhaps, but not entirely without reason. The continuing high demand in the marketplace for chartered accountants' services is evident from the advertisements on the following pages.

The attitude of society towards all the professions has become more demanding and more questioning.

Systems of professional practice which some perceive as restrictive are being challenged. The professions are - quite rightly - being expected to respond to the spirit of free competition which increasingly affects all aspects of commercial activity.

Against this background, complacency by even the more successful professions would be dangerous. None have a divine right to a comfortable living nor immunity from being outflanked by advancing technology, attitudes or markets if they fail to read the signposts of history.

So where are our signposts pointing? The easy part of futurology is extrapolating from existing trends. We can expect, for example, to see a continued growth in demand for accountancy services, almost irrespective of what happens in the national economy.

Indeed, change in the business community will, of itself, increase

the demand for management information and this for accountants to help translate raw data into user-friendly information and to help management to spot opportunities and make decisions. We can expect, too, firms of chartered accountants to continue to widen the range of their services.

At the top end of the market this may mean these firms cutting into areas previously the preserve of, for example, merchant banks. Elsewhere, it will mean more effective marketing of services, with particular attention to providing added value, for example from auditing. Also as global economic interdependence becomes more than a catchphrase of the speechwriters of economic summiters, the larger firms will be expanding their international links further.

All these factors will affect the career patterns of chartered accountants. More movement between practice, industry and the public sector is likely to occur, in particular for those with consultancy skills. And the divisions between the various specializations within ac-

countancy are likely to become still sharper.

The more interesting challenges to the profession may, however, come from less evident directions. How would the various professions handle, for example, the regulatory problems associated with multi-disciplinary practices of, say, accountants, solicitors and actuaries? How, when the knowledge acquired in "front-end" training for any career has a shorter and shorter useful life, should accountants best acquire periodic mid-career injections of new expertise in order to maintain the quality of their service?

What, indeed, are the disciplines and skills which should now be taught to prospective chartered accountants who will still be working in practice or industry in 2025?

These are the problems with which the institute - and other professional bodies - now have to grapple. There will be no easy answers but no one can say the prospects are anything but very exciting.

Brian Jenkins is president of the Institute of Chartered Accountants in England and Wales and a senior partner in Coopers and Lybrand

Advertising 01-278 9161/5 Enquiries

NO FAT SALARY NO PROMISES NO EASY WAY NO HOLIDAY... We are a group of rapidly expanding companies in the fields of communication, information and marketing.

Principal Consultants Banking and Finance City to £30,000 + car + free petrol... Our client, one of the leading UK systems houses, offers a wide range of services to the banking and finance community including consultancy, bespoke systems and major software products.

AERONAUTICS Chief Instructor Middle East... This is a senior position, part of the comprehensive training support being supplied by a leading British exporter of capital goods and technical services.

Word Processing-Customer Support attractive salary+car... Sony's success in applying the latest microprocessor technology to electronic equipment, has resulted in a range of video, audio, and communications products which combine high performance with ease of operation.

National Maritime Museum Curator of Paintings... to form part of the senior management team of the Picture Department, with special responsibility for the collection of oil paintings.

AGB Recruitment 173 Sloane Street, London SW1X 9QG Telephone: 01-235 9891

British Printing Industries Federation Commercial Director £20,000+... The British Printing Industries Federation is seeking a person with broad industrial experience at a senior managerial level, able to demonstrate strengths in marketing and administrative skills.

Truman Miles Management Consultants Accountants in Banking City based £20,000 to £25,000 and Car... Age 27-35, experience of bank audit, credit analysis, syndicated loans or UK Corporate Finance is the ideal platform for the move into marketing to the UK and international clients of a leading Overseas Bank.

Marketing Managers Aberdeen/Glasgow to £20,000... We are seeking to appoint in British Telecom North of Scotland District (located in Aberdeen) and West of Scotland District (located in Glasgow) a dedicated professional with proven expertise and a successful record of achievement in the field of market planning.

MARKETING A leading International Investment Group requires a Manager for its London based department specialising in the marketing of Core financial products - equities, fixed income, options, commodities and Swiss banking; the development of related ongoing training programmes and development and marketing of new financial products.

Senior Advisor Oil Industry Commercial Planning and Studies. Minimum £15,000 negotiable aae... A graduate with min 6 years' experience in the Oil Industry. Good knowledge of International Energy Economics and an analytical mind to report on forward 5-year plan for supply and demand worldwide and development within the oil industry in Europe.

Truman Miles Management Consultants Computer Auditor £20,000 & Car... Age to 30 a graduate with up to 3 years specialist experience in systems design, systems and data areas of both accounts and manufacturing reporting.

British TELECOM The National Trust requires a TELEPHONIST/GENERAL ASSISTANT at its Head Office in London to assist the Office Manager in the efficient operation of all office services.

RECRUITMENT AGENCY EXPERIENCE? WANT TO EARN £20,000 +? If you have worked in an Employment Agency, are between 25 and 35 and would like to join our dynamic sales team.

KPG CONTACT BRIAN WHITE NOW! 01-948 5922

# GENERAL APPOINTMENTS Trade 01-278 9161/5

**JE THE JERSEY ELECTRICITY COMPANY LIMITED**

## JERSEY, CHANNEL ISLANDS CHIEF ENGINEER

**SALARY TO £25,000 P.A. PLUS BENEFITS**


THE COMPANY is the electricity generation and distribution authority for the Island of Jersey. Generating plant comprises of fired boilers and 3x30MW steam turbines with standby station currently has 35MW capacity consisting of a 15MW gas turbine and Diesel plant. A 90kV submarine cable link with France has just been commissioned and will provide a significant proportion of electricity demand principally in the summer months. Primary electrical distribution is at 33kV to 11kV substations, thereafter at 415V via a predominantly underground network.

THE CHIEF ENGINEER position forms part of the Senior Management succession plan. Reporting to the Managing Director the Chief Engineer will be deeply involved in the development of the Generation & Distribution functions. He will investigate and direct future engineering projects such as the selection and installation of replacement gas turbine plant, investigation of the feasibility for new conventional generating plant and contribute to the development of Electrical and Mechanical Engineering policies.

APPLICANTS should possess appropriate mechanical and electrical engineering qualifications, together with proven managerial experience and knowledge of public and private sector industry. Some French linguistic ability would be advantageous. Anticipated age range is 35 to 45 years. Conditions of service include a contributory pension scheme to which transfer of accrued rights can be arranged in appropriate cases. Assistance with relocation, rented accommodation and mortgage facilities will be provided if necessary.

A job description and information package is available on request.

Applicants should send a fully comprehensive C.V. including details of present position, age, marital status and date when available to take up appointment to: The Managing Director, The Jersey Electricity Company Limited, PO Box 45, Quenness Road, St. Helier, Jersey, Channel Islands.



## Parrot

We have now commenced operations of our new, purpose built, fully integrated, flexible diskette facility in Cwmbran, South Wales. The facility gives Parrot total control of flexible diskette media manufacture from coating through certification to packing, and is the only one of its kind in the U.K.

### Sales Manager

**European Brief**  
c. £20k + bonus + car

In developing our European sales and marketing plans, we now need an ambitious, energetic sales manager to develop business within the European sector, concentrating on Germany and/or France. Already working in this or a related field, and with established European contacts, you will be selling directly to distributors, O.E.M.'s and retailers as well as opening new distribution outlets for Parrot flexible disks, both branded and non-branded.

A U.K. national, either resident in the U.K. or Europe, you will travel extensively within Europe and will report to the Manager of European Sales Division in Cwmbran. In such an important role within the European sales team, fluency in either French and/or German is essential. You must also have a proven track sales record.

Apart from a salary in excess of £20,000 we offer a generous bonus and a company car.

### Marketing Manager

c. £15k

To implement our sales strategy in the U.K. and European markets, and to enhance this by running a support programme, we now need a Marketing Manager.

The experienced man or woman will help determine the company's image, which will include research into the various distributor, O.E.M. and retailing outlets. This will also involve working on publicity and promotional campaigns.

For a graduate calibre person, aged 25+ and with the drive and determination to succeed within this competitive industry, then the salary of c. £15,000 (negotiable) and benefits on offer are excellent.

### Sales Appointments

We are rapidly expanding our domestic sales and have many other career opportunities at various levels, both now and in the near future. You need to be well educated, aged at least 23 and have a computer or related industry background. These positions are based both in Cwmbran, and, for the more senior appointments, at various other U.K. locations.

If you are interested in any of these positions, please send a CV or phone for an application form to: David Morgan, Parrot Corporation Ltd., Liontarn Industrial Park, Cwmbran, Gwent NP44 3KL. Tel. (06333) 71144.

## Hoggett Bowers


Executive Search and Selection Consultants  
BIRMINGHAM, CURRY, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE, SHEFFIELD and WINDSOR

### Marketing Managers

A major career development step with an outstanding high technology company  
Hertfordshire. £20 - £30,000 + car

A multiple Queen's Award winner and world market leader, this client company operates at the very forefront of computer-based colour, laser and electronics technology. It continues to expand rapidly from a strong financial and highly sophisticated product base in one of the world's fastest moving and most creative industrial market sectors. In the USA, Japan and elsewhere, market share is increasing dramatically as a result of total product superiority. Against this background the company wishes to appoint three top marketing specialists, with significant potential for development in general management. Accountability in each case will be for a defined product range - specifically for all marketing and product evolution strategy and international business development programmes from concept to implementation. The roles impact directly on profitability and new business opportunity and therefore require proactive, astute and highly able marketing professionals with an outstanding international marketing experience in high technology capital equipment. The prospects for high achievers in this company are genuinely exceptional.

G.T. Walker, Ref: 42590/82/T. Male or female candidates should telephone in confidence for a Personal History Form 07535 50851, 36 High Street, Eton, WINDSOR, SL4 6BD.



## Management Consultants

Central Government

General Management · Organisation · Personnel

HAY-MSL works with clients in the public and private sectors to resolve pressing human resource issues. These include planning and implementing large-scale organisation change and all aspects of personnel policy. The varied nature and rapid growth in our work for government departments and agencies in these areas, as well as in general management, offers a particularly interesting range of consultancy challenges.

Probably aged 30 to 35, you will be able to demonstrate analytical ability, creativity, and human relations skills of a high order. You will also have a good honours degree and either:

- \* Fast track administrative - including line management - experience in government coupled with direct knowledge of establishments, finance or management services.
- OR \* Significant management consulting experience which includes work on central government assignments.

The career development opportunities in our first-rate public sector team - or, in due course, elsewhere in our broadly-based professional practice - are excellent. We also offer a competitive and performance-related base salary, car and free BUPA - plus a substantial profit-share based on company performance.

Please write - in confidence - with full details, quoting reference A.15808 and providing (if possible) a day-time telephone number to Colin Bexon, HAY-MSL Management Consultants Group Limited, 52 Grosvenor Gardens, London SW1W 0AU.

These appointments are open to men and women.

## DISTRICT GENERAL MANAGER


BRADFORD HEALTH AUTHORITY

This is the principal post in the Authority which serves a largely urban community in West Yorkshire with a population of 336,000 and an annual budget of £58m.

Management responsibility will be to the Authority for the effective deployment of available resources in support of health and patient care; for implementing its policies and for its financial performance.

Essential requirements are: a proven record of general management success in a large organisation involving control of a substantial annual budget, high qualities of dynamic leadership, and the ability to implement plans, initiate change, motivate others and command the respect of multi-professional colleagues.

Salary and conditions of service will be commensurate with experience.



Detailed applications marked 'In Confidence - District General Manager Appointment' to the Chairman: County Councillor J. Foynton-Moore CBE, Bradford Health Authority, Daley Bank, 109 Duckworth Lane, Bradford, West Yorkshire, BD9 6RL by 21st June 1985.

## Training Administrator

(Temporary Position to Cover Maternity Leave)

LONDON Circa £8,000 + termination bonus

Arthur Andersen & Co is an international firm of accountants and management consultants with offices near the Strand.

Due to the impending maternity leave of the current job holder, we wish to appoint a Training Administrator for the Accounting and Audit Division. Reporting directly to the Training Administration Manager, the successful candidate will be responsible for the administration of the training function. Tasks will include:

- Arranging training courses, conferences and facilities
- project co-ordination of course material design and development
- the maintenance of computerised training records and evaluation
- producing monthly reports on training activity


Preference will be given to candidates who are able to demonstrate practical experience of clerical and administrative systems, preferably gained in a professional environment. Experience of organising conferences or training courses would also be an advantage.

It is envisaged that employment will commence on 1 July 1985 and will last until 1 August 1986. If, for any reason, the current job holder does not return then the person appointed to this temporary position will be invited to apply for permanent employment. In any case, every effort will be made to identify suitable other employment within the firm upon the return of the current job holder.

We believe this will provide an ambitious young professional administrator with an interesting and challenging role and the opportunity to work in a highly stimulating environment.

Applications which will be treated in the strictest confidence should be sent to:

Mrs E. B. Vale,  
Divisional Personnel Manager - Administration,  
Arthur Andersen & Co,  
1 Surrey Street, London WC2R 2PS.



## MANAGEMENT AMBITION?

### Opt for a Financial Future with UDT

Are you fascinated by finance but afraid of being trapped behind a desk? Do you want an active, challenging career with real prospects of development into management? If so, you'll find becoming a Trainee Representative with UDT - one of Britain's major finance houses and a member of the TSB Group - is the opportunity you're looking for.


Our business is the provision of a wide range of finance facilities, for items such as motor cars, to both companies and consumers. We'll provide you with a thorough grounding in this through a combination of formal training and broad practical experience. You'll take on real responsibility at an early stage, e.g. for the sales effort in your own territory. If you show us you have the capabilities to develop your potential to the full, we can provide the opportunities.

To do this, you'll need to be aged 21-28, of graduate calibre, and with the confidence and skills to build a career in a highly competitive business sector. Some experience in a sales or finance related area would be an advantage. A full driving licence is essential.

In return, we'll offer you a competitive salary, a company car and other benefits including mortgage subsidy and free pension and life assurance.

We currently have vacancies throughout the country.

To apply, please write for an application form to: Glenn Connell, Personnel Officer, United Dominions Trust Limited, Endeavour House, 1 Lyonsdown Road, New Barnet, Herts EN5 1HU.



Member of the TSB

## AEA TECHNICAL APPOINTMENTS OF EDINBURGH

have opened a new branch in Manchester and require the following personnel for their clients.

PROJECT MANAGERS (realtime computer projects),  
SYSTEMS DESIGNERS with experience or realtime information and communication,  
REALTIME PROGRAMMERS. 5 years' experience incl CORAL, PASCAL, FORTRAM,  
PROJECT ENGINEERS AND SUPPORT ENGINEERS,  
DESIGN ENGINEERS (Electronic Engineers) and COMPUTER SCIENTISTS with 2 years' experience of communication systems - ZILOG/INTEL,  
MICRO PROCESSOR SYSTEMS DEVELOPMENT. - We require PROGRAMMERS with 2 to 3 years' experience in the development of micro processor based products using INTEL, ZILOG or MOTOROLA Micro Computers.  
Also SUPPORT PROGRAMMERS, TECHNICAL AUTHORS and SALES AND MARKETING PROFESSIONALS with experience in information and communications systems.

Salaries from £5,000 to £15,000. Available in Greater Manchester.

Contact Fraser Ferguson, AECI,  
AEA TECHNICAL APPOINTMENTS,  
6 St Anne Square, Manchester, 2. 061-834-3232

## Technical Sales Executive

DEALING ROOM SYSTEMS

CITY C £25K + Car + Benefits

Our Client is a leader in the provision of real time financial information and interactive dealing systems which are provided to clients in international banking, commodities trading and other financial sectors.

The role of the Technical Sales Executive is to provide a high level of sales support to major account salesmen. This entails full project responsibility from the commencement of negotiations through to the successful closing of the sale.

This calls for an engineer with highly developed commercial instincts who can demonstrate relevant experience within the business communications or computing sectors with applications knowledge of the City and financial markets.

Applicants of either sex preferably in their late 20's or 30's should apply to Hugh Dixon on (0962) 53319 or write to Johnson Wilson & Partners, Clarendon House, 33 Hyde Street, Winchester, Hampshire, SO23 7DX quoting reference number 605.



Johnson Wilson & Partners  
Management Recruitment Consultants


## Search & Selection Consultant

To £30,000 + Car

Johnson Wilson & Partners are an ambitious independent recruitment consultancy organisation.

As a result of growth we would like to talk to experienced search/selection consultants and to those with a record of achievement in other fields. We have a preference for someone with a 'high tech' background and alternatively with a wide spread of understanding across a variety of functional disciplines and industry sectors. Preferred age is 30 to 40.

Applicants of either sex should apply in confidence to Michael Johnson on (0962) 53319 (24 hour service) or write to Johnson Wilson & Partners, Clarendon House, 33 Hyde Street, Winchester, Hampshire, SO23 7DX.



Johnson Wilson & Partners  
Management Recruitment Consultants

## GENERAL MANAGER/COMPTROLLER

(Embryo Managing Director)

£20,000-£80,000

Chartered Accountant or M.B.A. offered 20% of profits from prestigious Mayfair restaurant with £1 1/2/£2 million p.a. takings to act as General Manager/Comptroller, with rapid promotion to Managing Director. His main responsibility will be to ensure that profit targets are achieved. Expansion is envisaged. Please send C.V. in strictest confidence to:

The Chairman, 2 Hertford Street, Mayfair, London W1.

## MEMBERSHIP DEPARTMENT MANAGEMENT

Central London £12,000-£16,000

This vacancy is a key role within our client's Information Services department providing a first-class career opportunity to join a major professional service organisation with a large international computerised membership list.

The person selected will ideally have experience of a similar service role. He/she will require good communication skills and strong mathematical ability to provide an effective service.

The successful applicant will be supported by a small team and will be able to look forward to a rewarding and challenging future.

The conditions of service are above average and include a generous holiday allowance, excellent pension and BUPA.

For a confidential discussion, contact our London office on 01-353 0981 or send your C.V. quoting reference T/0606/SI to

Myriad Appointments (London) Ltd,  
30 Fleet Street,  
London, EC4Y 1AA.



London Reading







# GENERAL APPOINTMENTS Trade 01-278 9161/5

## TAX TRAINING an EXPERIENCED TAX SPECIALIST

*Is required to lead the tax training for our National Tax Service.*

The successful candidate will be responsible for the preparation and presentation of training material which will involve direct personal participation and will report direct to the firms National Director of Training.

A thorough knowledge of Direct Taxation in all its aspects and its practical application gained principally in the profession is essential in addition to appropriate experience in training.

It is anticipated that this assignment will be for a limited period of 2 years followed by a transfer to a senior position in the Corporate Tax Department of the London office.

*Please write to:*

**Paul Morris, National Tax Director, 8 St. Bride Street, London, EC4A 4DA. Enclosing a C.V. giving full details of experience.**

## BINDER HAMLYN Chartered Accountants

## Marketing Manager

£17,500 + Commission and Car

NETWORK NINE is a fast growing new venture from British Telecom and provides sophisticated communication and office services from its London (West End) base.

These services are sold to companies and individual executives who need flexible and short-term access to a wide range of facilities from electronic mail to conference and office space. It appeals to fast-growing companies and business visitors to the UK.

To develop and lead the marketing of this venture in its expansion beyond London and the UK, the Marketing Manager will

need to draw on experience and proven ability in a service orientated environment. Candidates are likely to be in their late 20's or early 30's and possess very good presentational and analytical skills.

Applicants should send their CVs to Martin Bartlett at British Telecommunications plc, Room 110, 85 Watling Street, London EC4M 9BN. Please quote reference ST24



Further information about NETWORK NINE can be obtained from David Brunnen on 01-629 9999

Express Dairy UK Ltd., one of the country's largest Dairy Food organisations has a vacancy in the Research and Development Department.

### DEVELOPMENT ANALYST

**£58,100**

Working in a small team, this position involves analytical instrument evaluation and method development. You will be reporting to the Technical Advisor - Rapid Analytical Method Development and should be a Graduate in Analytical Chemistry with at least one year's experience in modern techniques of analysis associated with the food industry.

A current driving licence is essential. In addition to the salary detailed, 22 days holiday and membership of the Company's pension scheme are available on completion of the necessary qualifying period.

Application forms obtainable from:  
Mr G. D Evans, Personnel Officer - Central Staff, Express Dairy UK Ltd., Block I, 430 Victoria Road, South Rulaby, Middlesbrough, Cleveland, EA4 0HF. Tel: 01-845 2345 Ext. 3551/3370.



### House of Lords Library Graduate for Research

... combining the exacting demands of the House with the resources of a scholarly library. You will answer requests for information and research from Peers on a wide range of subjects but with an emphasis on economic, statistical and legal information. You will be expected to participate in some general library duties and to become expert at making online searches.

You must already have a degree with first or upper 2nd class honours (where divided), or a post-graduate qualification for study or research, preferably in the field of economics, law or statistics. Experience of relevant librarianship or information work advantageous.

Starting salary (under review) may be above the minimum of one of the ranges £9365-£12025 or £7315-£9790 according to qualifications and experience.

For further details and an application form (to be returned by 28 June 1985) write to Civil Service Commission, Alencon Link, Basingstoke, Hants, R21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours).

Please quote ref: G/6563.  
An equal opportunity employer

### A REWARDING OPPORTUNITY IN INVESTMENT MARKETING

**LONDON - TO £30,000 + CAR + BENEFITS**

The London Investment Office is a rapidly growing business creating high return non insurance investment packages for presentation to corporate and private investors, both in the UK and overseas.

We are currently seeking a new member to our small, dynamic team with responsibility for presentations to our clients and the development of the brokerage side of our business.

The position will appeal to those in their 20's or early 30's with good selling skills. An interest in financial or commodity markets is essential.

The rewards for the right person are substantial and will appeal to those capable of earning in excess of £30,000 per annum. A company car and BUPA medical cover are included.

To apply please write or phone in the first instance to Peter Smith, at the London Investment Office.



2 Duke Street, Manchester Square, London W1M 5AA. Telephone 01-486 9118.

### PROGRAMMER/ANALYST

The Medical Research Council's Social Psychiatry Unit currently maintains a large research database on the University of London's Amdahl 470 computer. This is used for producing statistics and as a sampling frame. Existing programs are written in FORTRAN, and a programmer with suitable experience of this language is sought to undertake the programming necessary for storage, retrieval and analysis of the data.

It is envisaged that a large part of the data will be restructured in the near future and the postholder will be expected to make a major contribution to the planning and implementation of the change.

A separate project, which the postholder will have primary responsibility for, will involve the design of a micro-based information system for use in clinical psychiatry.

Salary will be in the range £8,993 to £11,229 plus £1,300 London weighting and a supplement to cover superannuation payments.

Further details and application forms may be obtained from Geoff Der, MRC, Social Psychiatry Unit, De Crespigny Park, London, SE5 8AF (Telephone 01-703 5411, Ext 219).

**ESTABLISHED SAUDI ARABIAN COMPANY** require the following personnel for landscape maintenance project.

- 1. Project Manager**  
The Project Manager should have a 4 year degree in agriculture or landscape architecture. 5 years experience in landscape management.
- 2. Area Landscaping Manager**  
The landscaping manager should have a 4 year degree in horticulture with experience in commercial-industrial landscaping.
- 3. Irrigation Manager**  
The Irrigation Manager should have a 4 year science degree in engineering with at least one years experience as an irrigation manager.
- 4. Landscaping Supervisor**  
The landscaping supervisor should have a 4 year degree in horticulture or related science, minimum 3 years' experience in landscaping.
- 5. Irrigation Supervisor**  
The Irrigation supervisor should have a 4 year science degree in irrigation or agriculture engineering, minimum 3 years' experience in operation and maintenance of irrigation equipment.
- 6. Pest Control Supervisor**  
The Pest Control Supervisor should have a 4 year agricultural degree or equivalent, with 3 years' experience in pest control management or entomology.

Commence July 1st 1985. Applications in writing with C.V.s and photo to:-

**Linda Jones, 69 Kilravock Street, London W10 01-948 8543**

### Marketing Executive


**BRISTOL**

C.H. Pearce & Sons (Contractors) Ltd. holds a prominent and successful position in the construction market in the South West of England, and is part of the Pearce Group of Companies which has a current turnover of approximately £40 million per annum.

Based at the Company's Head Office in North Bristol, the Marketing Department now has an opportunity for an experienced Marketing Executive to join the existing team. Applicants should be either technically or professionally qualified, with several years' previous experience in marketing, preferably within a related industry or environment.

The successful candidate can expect to become fully involved in all aspects of the marketing function. The post therefore offers both scope for considerable responsibility and progression and an attractive remuneration package.

Please write, with full career details, to:- Alison Linford, Group Personnel Manager, C.H. Pearce & Sons (Contractors) Ltd., Parklands, Stoke Gifford, Bristol BS12 6QU.



### MAF

Ministry of Agriculture and Fisheries

**SCIENTIST - MEAT RESEARCH**  
**RUAKURA ANIMAL RESEARCH STATION**  
**HAMILTON, NEW ZEALAND**  
**VACANCY NO 4010**

A vacancy exists for a scientist to evaluate and translate the requirements of consumers and processors of New Zealand meat into prescriptions for production by the New Zealand farming industry. The successful applicant will be on level, but opportunities exist for work on other species.

The Station has a modern, fully equipped research station, and access to large amounts of research data.

Knowledge of carcass assessment and meat quality assessment methods (composition, palatability, microbiological) is desirable.

Ability to organise and manage staff is required and skills in communicating results, both in written form and verbally desirable.

PhD with Meat or Food Science required. Salary up to \$36,113 dependent on educational qualifications and relevant work experience.

Applications should be in writing and accompanied by a curriculum vitae quoting the vacancy number shown in the advertisement and mailed to:

The Senior Executive Officer (Personnel Services) Ministry of Agriculture and Fisheries Private Bag, Wellington, New Zealand.

Applications close 6 weeks from the date of this publication. Further details of the position are available from: The Director, Ruakura Animal Research Station, Private Bag, Hamilton, New Zealand.



### LIFE SALES

**MIDDLE EAST**

**£20,000+**

THE COMPANY-Independent Brokers established in 1968 with extensive connections in the Middle East require experienced Salesman for expansion programme.

THE JOB-To service and develop existing clientele.

THE REWARDS-Our present sales force are averaging £25,000.

THE OBSTACLE-You must have a proven track record of direct selling in the Life Assurance Industry.

**CONTACT: PHILIP RIDGWAY, MANAGING DIRECTOR YOUNG RIDGWAY & ASSOCIATES LTD 8 West Street, Farnham Surrey GU9 7DN 0252-727122**

### RECRUITMENT MANAGER

With our continuing and rapid expansion the recruitment of security guards and management personnel is of paramount importance.

The task will be to analyse, co-ordinate and develop recruitment nationwide with special responsibility for six operational centres in S. E. England. The Manager will be based in London.

You should be a successful business-minded person in your late twenties/early thirties, have at least 5 years experience of recruitment and selection and an impressive track record in achieving targets, deadlines and standards.

Remuneration c. £20,000 and a car.

Please write with full CV to:  
The Deputy Chairman  
Securiguard Services Limited  
10-12 Emerald Street  
London WC1



### Assistant Financial Director

A Lloyd's Broker with international connections wishes to appoint an Assistant to the present Financial Director with a view to succession within three years.

Candidates must be qualified and between 35 and 45 with practical experience of Lloyd's broking and the insurance market. They must also have the financial flair to assist in creating opportunities to expand the group.

Practical experience in Data Processing will be essential.

Salary and benefits will be commensurate with the successful candidates qualifications and experience.

Apply Box 0908 W, The Times

### ADMINISTRATIVE MANAGER

Required for roof garden restaurant/club in Kensington. Banqueting experience and proven managerial ability essential. Special responsibilities to include pre-planning and overseeing functions, liaison with accounts, food and beverage control and monitoring kitchen performance. Age 25-35, salary negotiable. Write to:-

**Mr N. Smallwood, 25 Fawcett Street, London SW10 9EY. Enclosing CV and photograph**

### The Alister Hardy Research Centre, Manchester College, Oxford RESEARCH ASSISTANT

required for content analysis of written accounts of religious experience. Background in Sociology or Psychology of Religion and some familiarity with computing techniques desirable.

Appointment initially for one year from September 1985. Salary range £9,600 to £7,980 p.a. Letters of application, C.V.'s and names of two referees to:

**The Alister Hardy Research Centre, Manchester College, Oxford, OX1 3TD.**

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| BUDGET £m | SP  |
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For a full term - 12 to 18 months  
mutual agreement

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District General Manager  
777222 Ext. 3017.

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Southampton, SO1 9NH. En  
to: 28th June 1985.

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GENERAL APPOINTMENTS  
Trade 01-278 9161/5

Manager,  
Business Affairs

High Prospects And Rewards To Match  
For An Ambitious Young Lawyer

RCA Ltd, Records Division is one of the major successful entertainment companies in the UK... We are now seeking a lawyer for our Business Affairs Department to liaise with Artists and their Management...



Technology • Entertainment • Communications

PHOTOSALES

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PUBLIC APPOINTMENTS

IVERSIDE HEALTH  
AUTHORITY  
Co-ordinator  
of Voluntary  
Services

Required to recruit, place, train and support volunteers providing a service to the acute and paediatric wards in a voluntary health department... Voluntary service is well established in the hospital and the main emphasis will be on supporting the many voluntary workers writing there.

Sales and Marketing

IBERIA  
Regional Manager

London c£20,000 An expanding International Company wish to strengthen their team of experienced marketing and sales specialists at their Divisional Headquarters... The key task is the profitable development of existing, well founded I.M.C.G. major products through vigorous and enterprising marketing and advertising and selling.

Please write in complete confidence, enclosing a suitably detailed C.V. to:-  
A.J.M. Neville,  
Anthony Neville International Limited,  
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☎ Farnham (0252) 711311

PUBLIC APPOINTMENTS  
01-278 9161/5

GENERAL  
MANAGER

NORWICH HEALTH  
AUTHORITY

The Authority wishes to appoint a General Manager with responsibilities for formulation of policy, objective setting and implementation of change. The post is crucial to the Authority's strategy for more effective management and as head of the Management Team the General Manager will ensure the achievement of financial and performance targets to meet the Authority's emphasis on the best health care.

This post requires a person with wide ranging background in business or public service, showing evidence of ability to achieve in an Authority with a budget in excess of £80 million and with over 7,000 full time staff.

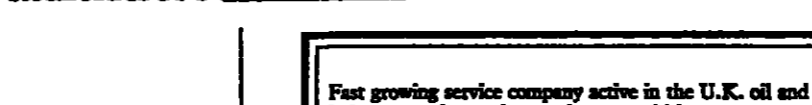
Further details available from: Mr P R Male, Personnel Officer, Norwich Health Authority, 102/104 Prince of Wales Road, Norwich, NR1 1LS. Tel: (0603) 611233 Ext 207.

To apply: send C.V. and information demonstrating that you meet the requirements of the post, to Mr E W Alloway, Acting Chairman, at the above address, to arrive no later than 24th June 1985.

MAJOR SALES OPPORTUNITIES  
SOUTH EAST - MIDLANDS - NORTH ENGLAND - SCOTLAND  
SENIOR SALES EXECUTIVES O/T £38,000.

Since 1977 this enterprising British company has grown to become a major force in the UK micro market, boasting its turnover to £10 million in 1984. Now part of a larger International group the company seeks to broaden its client base within the COMMERCIAL, INDUSTRIAL AND PROFESSIONAL SECTORS.

MINI SYSTEMS - GUARANTEED £24,000 O/T £35,000. Top level professionals will be particularly interested in these rewarding and challenging positions with this leading International Computer company.



Fast growing service company active in the U.K. oil and gas industry requires at short notice two ambitious SALES MANAGERS for its Aberdeen and Great Yarmouth operational offices.

SALES MANAGERS

The company offers excellent career opportunities (both U.K. and international), a competitive remuneration package and participation in future stock option plans.

DERRICK OFFSHORE LTD.  
Attn. Mr. Michael Derrick  
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London WC2E 9JL

COMPUTER APPOINTMENTS  
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HANPOWER FOR TECHNOLOGY

MAJOR SALES OPPORTUNITIES  
CAD/CAM SYSTEMS - EXCEL GTE GUARANTEE + PRESTIGE CAR... This is a management opportunity for a dynamic sales professional to share in our client's rapid expansion and take over the control of both the sales team and the launch of an exciting new product line.

AGRICHEMICAL SALES -  
Papua New Guinea

A substantial international trading company established in the UK requires a technically qualified person to join their team in Papua New Guinea. Experience in tropical agriculture an advantage and a good knowledge of an international range of agrichemicals and fertilisers essential.

Closing date for applications  
Monday 17th June 1985  
Write with full details of your qualifications and experience to Box 2863 Y, The Times.

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£7,500 per annum

If you are a Secretary who wants to do more than just shorthand and typing, an opportunity exists at Wembley Conference Centre to join a small team responsible for Sales and marketing.

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UNIVERSITY  
APPOINTMENTS

LOUGHBOROUGH  
UNIVERSITY  
OF TECHNOLOGY  
MANAGEMENT  
ACCOUNTANT  
The University has created a new post of Senior Assistant Accountant to strengthen its financial administration, particularly in the rapidly expanding field of externally-financed research and related activity.

FLAT SHARING

Continued from page 26  
PERSON WANTED TO SHARE large flat in West Kensington with couple. 2 or 3 bedrooms, 2 bathrooms. £140 p.w. incl. council tax. 01-873 2322.  
W/4. Responsible couple, able room available. 2 bedrooms, 1 bathroom, £115 p.w. inc. council tax. 01-743 6321.

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Young, expanding company requires two self-motivated people to join enthusiastic team selling into offices City / West End. Must be 21+, well spoken, F.Y.M. realistic first year earning potential £10,000+.

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Public contact in excess of £10,000 m. High quality, business related services, used by ambitious individuals in a variety of professional fields. Excellent earning potential.

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Appointments

Appear each Tuesday  
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HOUNSLOW AND SPELTHORNE  
HEALTH AUTHORITY  
UNIT MANAGERS (3 posts)

With the introduction of general management in the N.H.S. we wish to appoint experienced managers with a proven record of success in either industry or the public service.

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Assistants

(Two posts)  
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vice, be imaginative and able  
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to stay return but also able to  
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